

Ridley gets his way over one poll tax date

Backbenches delighted at Government's about-turn

By Philip Webster, Chief Political Correspondent

Domestic rates are to be abolished throughout England, except in the high spending areas of London, in April, 1990, and replaced immediately by the new community charge.

The decision is a victory for Mr Nicholas Ridley, the Secretary of State for the Environment, and a complete about-turn by the Government in response to pressure from across the Conservative Party.

It reverses the government announcement in July that the poll tax would be phased in alongside the rates for four years from 1990.

A Cabinet committee headed by the Prime Minister

decided the change at a 45-minute meeting yesterday morning, and last night Mr Ridley told the Commons that all local authorities would introduce the charge in one instalment, except the 12 inner London authorities and the outer London borough of Waltham Forest.

In those areas, where spending is high mainly because of the Inner London Education Authority, the domestic rates will be phased out and the full community charge phased in

over four years. Their initial target community charge will be £100 for every adult but their combined rate-charge bills will much higher.

Conservative backbenches were delighted last night over Mr Ridley's triumph over the Treasury, which has always backed phasing across the country because of its desire to keep rates in existence for as long as possible.

They were praising the cleverness of the formula adopted by the Government to determine which councils would phase.

But the Labour Party threatened to "obliterate" the poll tax at the first opportunity.

Mr John Cunningham, the chief opposition environment spokesman, said its introduction in one go would harm family budgets and down the country.

The Government, he said, was in a mess. Introducing the poll tax overnight would create serious difficulties for councils in their increasingly difficult attempts to maintain quality of services.

Under the plan local authorities that budgeted to spend more than £130 per head above the Government's assessment of what was reasonable (the grant-related expenditure assessment, GRE) for the present financial year will have to phase.

In that category are the inner London boroughs of Camden, Greenwich, Hackney, Hammersmith and Fulham, Islington, Kensington and Chelsea, Lambeth, Lewisham, Southwark, Tower Hamlets, Wandsworth and Westminster, and Waltham Forest.

Mr John Heddle, chairman of the Conservative Local Government Advisory Committee and the Tory backbench environment committee, said last night: "The Cabinet has rightly listened to the voice of backbench opinion and to the views of Conservative councils throughout England and Wales."

"The arrangement it has reached to protect London ratepayers from the distortion created by the expenditure of the ILEA is astute in the extreme. Three cheers for backbench power."

The decision in July to go for a four-year phasing-in period was widely seen as a defeat for Mr Ridley, who lost the backing of the Prime Minister for a one-off introduction across the country.

But during the summer widespread party opposition built up to the idea of both systems running side-by-side — with families receiving two separate bills for the charge and the rates — at the time of the next election in 1991 or 1992.

Strong support for a one-fall-swoop introduction at the annual party conference in Blackpool gave Mr Ridley the ammunition he needed to reopen the argument, and backbench meetings since the Commons returned from its summer recess have been overwhelmingly in favour of a one-off introduction for areas apart from London.

That view has been put by MPs in private meetings with the Prime Minister, and her support for the change was decisive, senior government sources disclosed last night.

The high spending authorities in London will be cushioned by low-spending authorities elsewhere, but that was a price that Conservative MPs were more than ready to pay to get a single introduction in their areas.

Mr Ridley, who made the announcement in a Commons written reply, explained that in the phasing authorities households would pay a

proportion of their rates, a proportion declining steadily to zero over the four years.

The safety net arrangements, under which areas with high rate poundages help those with low poundages to maintain a similar standard of service and which should limit the effects of the change on community charge payers and ratepayers, are to remain and will be phased out over four years.

The Government last night gave for the first time the estimated community charges, taking into account the safety net payments, for all local authorities both on inception in 1990 and after four years.

They show that in high-spending Camden a two-adult household would pay a combined charge-rate bill of £868 in 1990. By the end of phasing that will be almost £1,600.

Mr Heddle said last night that the next Conservative task was to win the battle of words over the community charge, and ensure that adequate safeguards were built into the legislation to protect those near the poverty line.

An announcement about the change over in Wales, and details of community charges there, has yet to be made.

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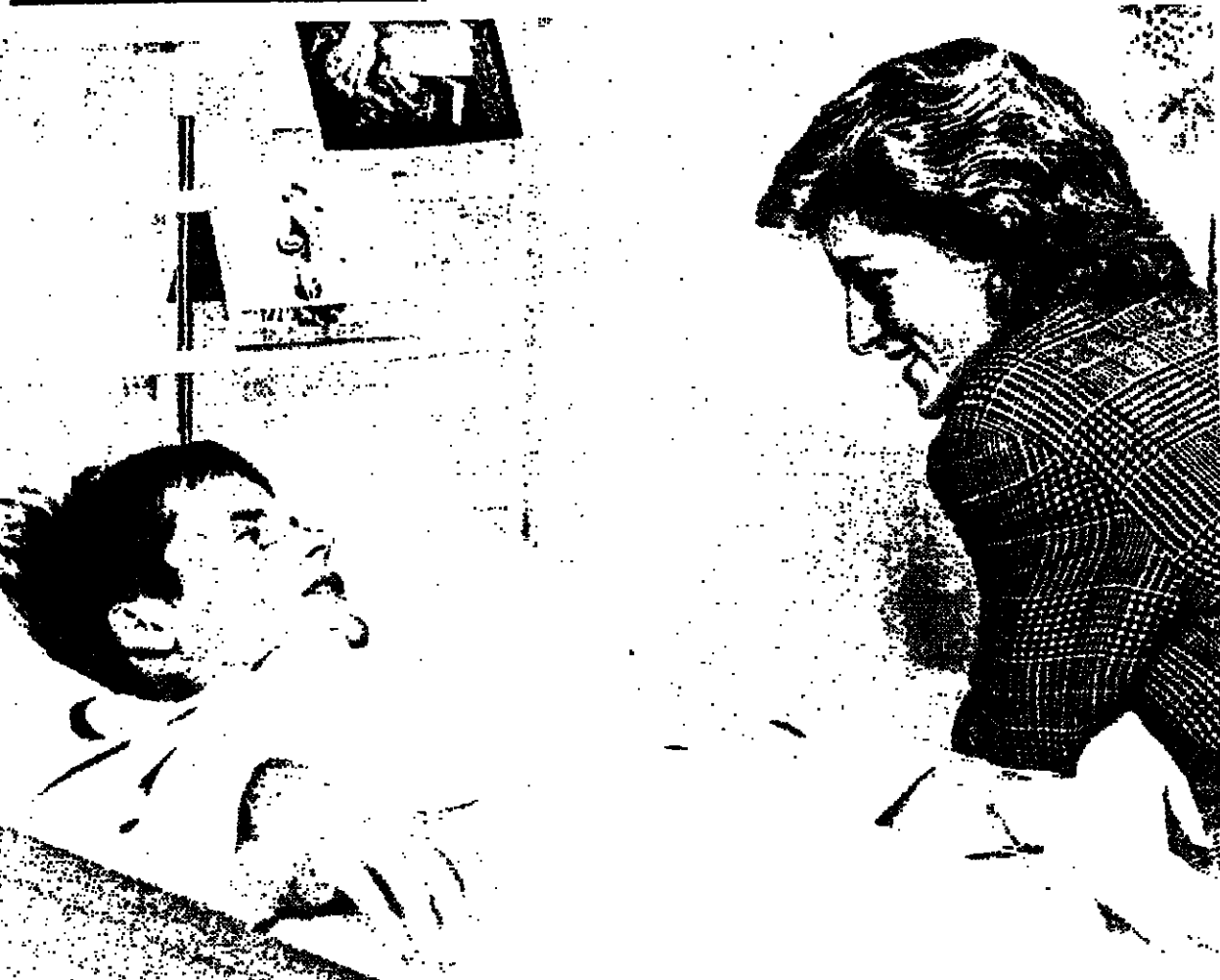
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Princess brings the smiles back to Enniskillen



The Princess of Wales talking in hospital with Constable Peter McBrien, whose vertebrae were crushed in the bombing

Victims cheered by royal visitors

By John Cooney

The Prince and Princess of Wales brought new heart to Enniskillen yesterday with a surprise two-hour visit to meet survivors of the IRA bomb.

During their visit the royal couple talked to relatives of the 11 people who died in the Remembrance Sunday attack, and departed from royal precedent to sign autographs for two teenage boys whose legs were broken in the blast.

This was the Prince and Princess's first official visit to Northern Ireland.

They were impressed by the lack of bitterness shown by the relatives of the dead, particularly Mr Gordon Wilson, whose daughter Marie's last words were: "I love you very much Daddy."

Security was intense as the royal couple arrived at the St Angelo Army base in an RAF Wessex helicopter which was escorted by four other helicopters.

Accompanied by Mr Tom King, the Secretary of State for Northern Ireland, they were taken in an armoured plated car to the Erne Hospital where they met seven of those injured in the explosion.

Checkpoints were set up by the Royal Ulster Constabulary on the road to and from the Ulster Defence Regiment's base and around the Erne Hospital.

At the hospital the Prince and Princess thanked doctors and nurses for the magnificent and compassionate way they had treated more than 60 people injured in the bomb blast.

Princess Diana, wearing a two-piece Glenavyr check suit and black cape, hugged baby Sarah-Jane Tiernan who was born five-and-a-half hours after the explosion. She weighed eight pounds four ounces. Her mother, Mrs Jean Tiernan, works at the hospital.

She said jokingly to Princess Diana: "I had a good excuse for not turning out with my colleagues."

Prince Charles greeted Austin Stinson, a local businessman, with whom he had spoken to by telephone last Tuesday.

Mr Stinson, who is recovering from a pelvic injury, said: "I never thought I would get the opportunity to see them."

RUC Constable Peter McBrien, who has crushed vertebrae, described the Prince and Princess as very nice people. "It has been the greatest honour I have ever had."

On Wall Street last night, the Dow Jones industrial average was down 45.42 points at 1,903.68.

Continued on page 24, col 6

Grade switch stuns the BBC

By Richard Evans, Media Editor

Mr Michael Grade left broadcasting colleagues stunned last night as he cleared out his desk at the BBC to take up a £65,000 appointment as chief executive of Channel 4.

The director of programmes, who relished the ratings battle with ITV and achieved notable success screening *EastEnders*, *Wogan* and *Dalziel*, will now be in charge of Britain's highbrow TV station, where minority tastes come before mass consumption.

Last night, only four days after he was asked if he was interested in the job, two puzzling questions remained unanswered. Why did the man known as a populist and groomed for success in BBC television suddenly decide to make the huge switch — and how badly will it shake the corporation he leaves?

Mr Grade, who was set to become managing director of BBC network television in succession to the father-like figure of Mr Bill Cotton early in 1988, would have had resources at his disposal beyond the wildest dreams of Channel 4. But even a eleven-hour-a-week BBC on Monday night failed to change his protégé's mind.

In spite of official denials, BBC insiders confirmed yesterday that Mr Grade had been involved in repeated clashes with Mr John Birt, the deputy director general at the BBC.

Mr Grade, who is expected to quickly entice Mr Peter Hobbison, his deputy at the BBC, to Channel 4, said yesterday that he had been asked last Friday if he was interested in the job.

Photograph, page 2
What made Grade go? page 33

Wogan meets Wagner...

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SWITCHES

£2bn surplus puts Lawson on course for tax cuts

By David Smith, Economics Correspondent

The Chancellor of the Exchequer is firmly on course for the first "budget surplus" in Britain for nearly 20 years. The public sector may show a repayment of £2 billion or more — its best ever.

Public finances are in such good shape that they present no barrier to the aim of Mr Nigel Lawson to cut the basic rate of income tax to 25p in the pound and the top rate to 50p in his Budget next March.

But optimism in the financial markets continued to be clouded by the slow progress towards a budget deficit-cutting deal in Washington, and the FT-SE 100 index closed 24.6 points down at 1,660.1.

Latest statistics suggest the Treasury's forecast of a £1 billion public sector borrowing requirement for 1988-89 is a realistic one — made in the Chancellor's Autumn Statement this month — is out of date.

The City believes the buoyancy of tax revenues will produce a £2 billion surplus — the first time since 1969-70 that there has been a net repayment of government borrowing.

"The figures were extremely good," said Mr Kevin Boakes, economist at Greenwell-Montagu, the broker. "The outlook is for a surplus of £1 billion for the year, and it could be a lot more than that."

"The Chancellor has plenty to spend on tax cuts to prevent Britain going into a recession," said Mrs Evelyn Brodie, economist at Morgan Grenfell, the merchant bank. "He could have £4 billion for tax cuts if he raised the PSBR to its original target."

Treasury figures published yesterday showed a public sector repayment — receipts

exceeded outgoings — of £1 billion last month, despite the fact that the Government has yet to show a net gain on the BP share sale. Only £900 million of the expected £2.5 billion proceeds from the sale came in last month. But the Treasury paid out £1.5 billion to BP for the rights issue that accompanied the share sale.

This month, the Treasury will receive £1.6 billion from BP, and this will produce another negative borrowing figure. Borrowing is traditionally low or negative in the final months of the financial year.

If the borrowing figures for the November-March period merely matched those for last year, after adjusting for the changed pattern of privatization proceeds, the PSBR would be negative by about £100 million.

On Wall Street last night, the Dow Jones industrial average was down 45.42 points at 1,903.68.

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Iran arms report 'harsh' on Reagan

From Michael Binyon, Washington

Angry Republican members of the Iran-Contra investigating committee have sharply denounced the committee's final report, to be published today, which according to *The New York Times* will accuse President Reagan of trying to bend the law and of willfully ignoring what his subordinates were doing.

The Republican minority report, from eight members of the joint congressional committee, says the main document reaches "hysterical conclusions" and goes on to dispute vigorously the blame the majority puts at the door of President Reagan.

The thrust of the long-awaited 300-page document, according to *The New York Times*, will be harsh on President Reagan, but it will not accuse him personally of deception.

It will strongly suggest, how-

ever, that Mr William Casey, the late Director of the CIA, and other key figures in the White House, broke the law in ignoring the Boland Amendment, banning US aid to the Contras.

The Republican dissenters on the committee said the main report read "as if it were a weapon in the ongoing guerrilla warfare" between Congress and the White House.

"There was no constitutional crisis, no systematic disrespect for the rule of law, no grand conspiracy and no administration-wide dishonesty or cover-up," the minority report said. The Reagan Administration was guilty only of "mistakes in judgement and nothing more". It added: "In our view the Administration did proceed legally in pursuing both

Continued on page 24, col 7

Goria tackles coalition

Rome — President Cossiga has asked Signor Giovanni Goria, who resigned as the Italian Prime Minister last weekend, to try to form a new Government to end the country's political crisis (Roger Boyes writes).

Signor Goria has started talks with the four other

parties that formed the previous ruling coalition with his Christian Democrats. But it was not clear whether the Liberals, who brought down the Government, would be included in the new coalition, which could be formed by the end of the week.

Full story, page 8

Below the oil portraits of the iron masters and aldermen who made Middlebrough what it was, Dr Marietta Higgs yesterday unblinkingly defended her professional view of the city today — a place where an unthinkable proportion of its men sexually molest and injure their own children.

On the 55th day of the hearing into the incidents of child abuse in Cleveland Dr Higgs faced up to her first cross-examination and the first hostile questions about her controversial methodology.

Sometimes she confessed herself puzzled by the legal form of the questions from Mathew Thorpe QC, counsel to the inquiry, and now and

then she confessed herself unsure of details of meetings held, letters sent, conversations that others had revealed. But doubts about the scientific merits of her tests? — never.

The questioning will get tougher. Because still to be heard in the days ahead are the legal voices of the parents, the disapproving police and the irate nurses who worked at her side in a year which has seen 120 children taken from their parents with unchallenged authority, as though there were no more than the litter of an over-fertile cat.

The lady who has seen the cause of much of this seemed to be the smallest, least significant of the players in the theatre that the high-valued council chamber has become; she sits

with plaided skirt, grey coat, undemonstrative colourless beads; fumbling with papers like some new member elected for some safe ward. But she is not quite alone amid the 100 people in the place. Marietta

Higgs is seen as an Australian Joan of Arc among the keenest of the social workers who have clearly persuaded that up to one in ten children are abused by the adults who have them in charge — one in every football team, four in every class — and it was the collective crusading duty of them all to reveal all. The odd nods and smiles at her more confident answers show that here, amid so many antagonists are

those already sniffing the air for the whiff of burning martyr.

If faggots have been made they were not lit yesterday by Mr Thorpe. His techniques with the mildly pained: "Surely you realize..." questioning of the parent whose child comes home cold-fingered and gloveless from school. And no more than a show of exasperation at any uncommitting answers.

For example: why did Dr Higgs go only to the most radical of her professional colleagues for confirmation of her first tests — taken only a month after she had seen a slide show which demonstrated the method? "It was normal to go to those you respect."

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IN PART 2 Nuclear deal

The Government is likely to demand undertakings from companies wishing to enter a privatized generating industry that they will invest in nuclear power. Page 25

TIMES FOCUS

Sixty companies received the first National Training Awards yesterday. A Special Report reviews the scheme. Pages 16-19

Portfolio Gold

● The £4,000 prize in The Times Portfolio Gold competition was won yesterday by a reader from Tunbridge Wells, Kent. Details, page 3.
● Portfolio list, page 29.

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NEWS SUMMARY

Post strike looms after union vote

Senior Post Office managers are working on contingency plans to deal with 100 million items a day during the peak Christmas period if postal workers go ahead with their threat of industrial action (John Spicer writes).

Mr Kenneth Young, the Post Office vice-chairman, refused to give details of the plans, saying it was hoped that talks now going on would be successful in heading off the action.

But, he added: "If it does come to action we will not be able to maintain a full Christmas service".

Mr Young was speaking after leaders of the Union of Communication Workers announced that the ballot of their members had resulted in a vote in favour of industrial action, which will begin before December 10 unless agreement is reached on the union's claim for a reduction in the working week. They want it cut from 43 hours to 40.

Voting was 73,349 (55.5 per cent) in favour of taking action with 58,432 (44.5 per cent) against, from a turnout of 80 per cent of the 166,000 members eligible to vote, the highest in the union's history.

Pier gets Leeming an award

Wigan Pier, butt of generations of music hall jokes, yesterday won a special award for inner city revival in the Civic Trust awards.

The pier, transformed from a derelict coal wharf into a £4 million heritage centre with museums, restaurant and public house, won a special sponsor's award as well as being one of 17 recipients of Trust awards.

Other winners included Albert Dock, Liverpool, the Prince of Wales's conservatory at Kew, and the New Concordia Wharf in London's Docklands.

Leeming attack

A youth who sprayed ammonia in the face of Miss Jan Leeming, the former newscaster, and stole her handbag was sentenced at Knightsbridge Crown Court yesterday to five years' youth custody yesterday.

Richard Green, aged 18, of White City Estate, Shepherd's Bush, west London, who was with two other youths, attacked Miss Leeming in the BBC Television Centre.

He admitted aggravated burglary and robbing Miss Leeming and pleaded guilty to several other offences.

Cannabis PC cleared

A policeman who told the Central Criminal Court that "lots of officers" smoked cannabis was cleared yesterday of being involved in drug dealing.

Constable Edward Grier, aged 37, of Aston Road, Wimbledon, south-west London, was found not guilty at the end of a two-week trial during which he admitted regularly smoking cannabis and said: "I know lots of officers in London who do it. We don't regard it as wicked."

He was cleared of conspiracy to supply cocaine and heroin, acting to pervert justice, and robbing a "pusher" of seven ounces of cocaine.

Scargill challenger attacked

Cosa, the white-collar section of the National Union of Mineworkers, is to nominate Mr John Walsh, from North Yorkshire, to challenge Mr Arthur Scargill for the union presidency.

Cosa's Midlands branch, the largest in the union, meets today when it will announce its support for Mr Walsh, a move confirmed yesterday by Mr Trevor Bell, Cosa general secretary.

The support of Cosa, which represents 9,500 members, will increase the pressure on Mr Walsh, NUM agent for North Yorkshire, to fight the election.

Proposals attacked

Cambridge University has joined those protesting at proposals for a three-tier university system which would concentrate research in only 15 institutions.

Cambridge would benefit from the proposals as it is earmarked as a top-flight research centre.

In its response to the research councils' proposals, which are government backed, Cambridge says the three-tier plan would "weaken the general provision for the basic education of skilled scientists and technologists needed throughout the economy".

Outcry at Avebury

Dr Isobel Smith, a leading archaeologist, last night criticized plans for a three-storey hotel and interpretation centre adjacent to the prehistoric Avebury stone circle in Wiltshire. She said the scheme was a "desecration". Letters, page 13

Linley accused

Lord Linley is to appear in court on December 3 accused of driving at more than 100 mph near Wyoboston on the A1 in Bedfordshire.

Labour unveils proposal for Scottish Assembly

By Richard Ford
Political Correspondent

Proposals for a Scottish Assembly with powers to vary the rate of income tax north of the border were unveiled by the Labour Party yesterday.

The proposals, in a Bill aimed at embarrassing the Government and limiting the potential electoral threat from the Scottish National Party, are much wider than those advocated nine years ago in the ill-fated Scotland Act.

They would give greater revenue-raising power to an assembly, along with control

over key areas like electricity, universities, fishing, forestry and the organization and structure of the police. The Bill also makes it impossible for Westminster to veto the actions of the assembly unless it acts outside powers laid down by Parliament.

Under Labour's Bill, the role of the Secretary of State for Scotland would change dramatically, but the party says it is important that there is a minister in the Cabinet to act as a link with the 144-member assembly.

Mr Donald Dewar, shadow Scottish Secretary, said the

plans were "not a nationalist solution and we make a virtue of that because Scotland does not want to go down the road of separatism".

The proposal to give an assembly, elected every four years on a first-past-the-post system, wider financial powers, is an attempt to answer criticism that previous Labour plans left a devolved administration too dependent on goodwill at Westminster.

Although the main finance for Scotland would remain the block vote, Labour's Bill would allow the rate of in-

come tax set by the Chancellor to be varied. Any reduction in taxation revenues due from Scotland to the Exchequer in Whitehall would be met by a corresponding drop in the size of the block vote - currently £8,000 million a year.

Mr Dewar said the financial proposals were flexible and would not bring fiscal instability to the system. The party's plan was endorsed by Mr Neil Kinnock, the Labour leader, who said it was a well thought-out focus.

The party hopes to move the second reading of its Bill by using its own debating time

to introduce it in the Commons.

The proposals were criticized by Conservatives yesterday as a "pig's breakfast". Mr Michael Ancram, a former minister at the Scottish Office, warned that the plan would reduce Scotland's influence at Westminster to the level of Northern Ireland before direct rule was imposed.

The Liberals, who are to debate devolution in Parliament next week, welcomed the opposition's proposals but said greater clarification was needed on some aspects.

Mr Archy Kirkwood, the Liberal's Scottish affairs spokesman, said there must be reassurances that the assembly would be fully democratic and accountable to the Scottish people.

Meanwhile, voting took place yesterday to elect Labour MPs who will sit on the Scottish Affairs Select Committee. The size of the committee will be drastically reduced because the Conservatives have only 10 MPs in Scotland. Labour appears ready to accept a committee of five Conservatives, three Labour members and one other.

Crash makes no difference to policy of privatization

By Martin Fletcher, Political Reporter

There could be no turning back on the road to a shareholding democracy, a senior government minister said yesterday, in a full-scale defence of the privatization programme after the stock market collapse.

In a definitive statement of the Government's position, Mr Norman Lamont, Financial Secretary to the Treasury, said that while account would have to be taken of the crash, future privatizations, including those of electricity and water, were being planned with as much commitment as ever.

Ridiculing suggestions that the crash had killed the ideal of wider share ownership, he said that the small shareholder had held on to his shares, regarding them as a sound long-term investment.

Mr Lamont went on to castigate the City for failing to cater adequately for the private investor.

He said nothing had happened to shake the Government's conviction that the British people should be encouraged to take a direct stake in British industry.

He said: "Why should we discard that ideal precisely at the time when it has at last been shown that it can be within our grasp?"

In a speech to the Conservative Bow Group in London, Mr Lamont also defended the Government's support operation for the BP share issue and sought to explain away the deficiencies of British Telecom.

He also went out of his way to rebut the argument that the Government was in several instances creating private monopolies out of public ones.

Mr Lamont said: "We have started a revolution in the City and among the public. The reasons for that revolution are as valid as they ever were."

"There can be no turning back now on the road to a shareholding democracy."

Mr Lamont said that revenue estimates in the autumn statement of £5 billion a year

for the next three years had been made after, not before, the stock market crash.

While most of the proceeds in the next two years were from later instalments of earlier privatizations, there was no reason to suppose that the Government would not stick to its announced programme and that this Parliament would not see the start of the transfer to the private sector of the water and electricity industries.

Nor was there any evidence to suggest the small shareholder would be frightened away. It was not the small shareholder who had sold during the crash and it was patronizing to suggest that they had not realized share values could fall as well as rise.

However, he criticized the City for closing its doors to the small investor. It had to get itself up to those customers, cut dealing costs, reverse the minimum commissions and provide simpler dealing facilities.

Defending the Government's intervention in the BP sale, Mr Lamont said that it would have been wrong to walk away from the problem and give no signal to the markets. It was also essential to safeguard the City's reputation.

On British Telecom, he admitted its performance was far from perfect, but said that great progress was being made in unravelling the effect of decades of public ownership. "The real lesson is not that BT should not have been privatized but that it should have been privatized earlier."

Mr Lamont defended the creation of private near-monopolies governed by tough regulatory arrangements.

Making the grade at Channel 4



Mr Michael Grade, right, appearing yesterday with the chairman of Channel Four, Sir Richard Attenborough, after announcing his move from the BBC to the independent TV channel (Photograph: Tim Bishop).

Bishops condemn the IRA

Strong support for the Irish Catholic Church's condemnation of IRA violence was expressed yesterday by the Roman Catholic Bishops' Conference of England and Wales (Clifford Longley writes).

"Membership and support of terrorist organizations prepared to inflict such destruction is incompatible with Catholic moral principles and belief", they said.

They urged political leaders to "address the problems of injustice in the province as a necessary foundation for mutual respect and harmony".

Commerce to rule in space

By Sheila Gumm, Political Staff

The commercial value of any space project will dictate the Government's attitude to it, Mr Kenneth Clarke, the Minister for Trade and Industry, said yesterday.

Mr Clarke told the House of Lords science and technology committee he had no plans to publish a space policy for the guidance of the science and industrial community.

The freeze on the £112 million annual space budget would continue, although if a project he might be willing to fight for it. However he expected the private sector to come up with more money.

He also warned Mr Alan Bond, inventor of the revolu-

tionary space plane *Hotol*, not to do anything as "foolish" as attempting to take his concept abroad. He pointed out that the *Hotol* project is classified.

Last month Mr Bond threatened to go abroad to raise money for the project.

The Government has completed its funding for the concept stage of *Hotol* and is now considering whether to help with its development.

Lord Shackleton, the committee chairman, told him the peers had been waiting since January for a statement on space policy after assurances from ministers. The committee is expected to publish

its own report on space policy early next year.

Mr Clarke said the space issue had been taken over since his appointment as minister last June by preparations for last week's European Space Agency talks.

He said: "I am not planning to publish a White Paper or any grand statement of policy. We have the existing programmes, which will go on."

The next step was for discussions with industry and the scientific community. However, he made plain decisions would be based on the commercial value of space projects.

Projected poll tax payments across England

The community charge in 1990/91 for each adult member of a household, assuming 1987/88 budgeted expenditure will be:

CAMBRIDGESHIRE: Cambridge £263; East Cambridgeshire £191; Fenland £187; Huntingdon £206; Peterborough £231; South Cambridgeshire £242.

CHESTER: Chester £230; Bolton £202; Bury £225; Crewe and Nantwich £214; Ellesmere Port and Neston £239; Halton £197; Macclesfield £248; Vale Royal £208; Warrington £204.

CLEVELAND: Hartlepool £215; Langbaurgh £252; Middlesbrough £252; Stockton-on-Tees £250.

CORNWALL: Caradon £163; Carrick £170; Kerrier £153; North Cornwall £168; Penwith £169; Restormel £166.

CUMBRIA: Allerdale £180; Barrow-in-Furness £164; Carlisle £201; Copeland £168; Eden £179; South Lakeland £226.

DERBYSHIRE: Amber Valley £223; Bolsover £205; Chesterfield £227; Derby £263; Erewash £233; High Peak £219; North East Derbyshire £239; South Derbyshire £230; West Derbyshire £247.

DEVON: East Devon £193; Exeter £164; North Devon £152; Plymouth £174; South Hams £201; Teignbridge £178; Mid Devon £157; Torbay £205; Torridge £139; West Devon £163.

DORSET: Bournemouth £214; Christchurch £241; North Dorset £176; Poole £237; Purbeck £187; West Dorset £176; Weymouth and Portland £170; Wimborne £248.

DURHAM: Chester-le-Strée £184; Darlington £205; Derwentside £181; Durham £176; Easington £148; Sedgfield £174; Teesdale £134; Wear Valley £153.

EAST SUSSEX: Brighton £226; Eastbourne £248; Hastings £204; Hove £235; Lewes £247; Rother £251; Wealden £224; ESSEX: Basildon £325; Braintree £219; Brentnall £255; Dagenham £216; Chelmsford £256; Colchester £211; Epping

Forest £259; Harlow £321; Malden £254; Rochford £252; Southend-on-sea £240; Tendring £240; Thurrock £274; Unlford £258.

GLOUCESTERSHIRE: Cheltenham £231; Cotswold £230; Forest of Dean £167; Gloucester £187; Stroud £204; Tewkesbury £215.

HAMPSHIRE: Basingstoke and Deane £208; East Hampshire £238; Eastleigh £221; Fareham £226; Gosport £206; Hart £239; Havant £239; New Forest £219; Portsmouth £181; Rushmoor £194; Southampton £182; Test Valley £207; Winchester £233.

HEREFORD AND WORCESTER: Bromsgrove £209; Hereford £157; Leominster £149; Malvern Hills £207; Redditch £210; South Herefordshire £147; Worcester £206; Wyche £200.

HERTFORDSHIRE: Broxbourne £250; Dacorum £213; East Hertfordshire £257; Hertsmere £287; North Hertfordshire £272; St Albans £279; Stevenage £287; Three Rivers £280; Watford £263; Welwyn Hatfield £299.

HUMBERSIDE: Beverley £240; Boothferry £170; Cleethorpe £201; Gt. Grimsby £188; Holderness £199; Kingston upon Hull £187; East Yorkshire £185; Scunthorpe £214.

ISLE OF WIGHT: Medina £201; South Wight £216.

KENT: Ashford £178; Canterbury £170; Dartford £151; Dover £113; Gillingham £156; Gravesham £177; Maidstone £170; Rochester upon Medway £157; Sevenoaks £189; Shepway £201; Swale £152; Thanet £182; Tonbridge and Malling £160; Tunbridge Wells £177.

LANCASHIRE: Blackburn £149; Blackpool £193; Burnley £147; Chorley £185; Fylde £209; Hyndburn £142; Lancaster £167; Pendle £137; Preston £178; Ribblesdale £164; South Ribblesdale £164; South Ribblesdale £164.

LEICESTERSHIRE: Blaby £222; Charnwood £231; Harborough £239; Hinckley and Bosworth £210; Leicester £189; Melton £224; North Leicestershire £213; Oadby and Wigston £232; Rutland £208.

LINCOLNSHIRE: Boston £158; East Lindsey £158; Lincoln £157; North Kesteven £160; South Holland £158; South Kesteven £169; West Lindsey £160.

NORFOLK: Breckland £165; Broadland £187; Great Yarmouth £173; North Norfolk £170; Norwich £183; South Norfolk £186; Kings Lynn and West Norfolk £154.

NORTHAMPTONSHIRE: Corby £202; Daventry £265; East Northamptonshire £177; Kettering £192; Northampton £224; South Northamptonshire £228; Wellingborough £195.

NORTHUMBERLAND: Alnwick £177; Berwick-upon-Tweed £178; Blyth Valley £212; Castle Morpeth £219; Tyneside £186; Wansbeck £180.

NORTH YORKSHIRE: Craven £159; Hambleton £182; Harrogate £207; Richmond £255; Ryedale £164; Scarborough £170; Selby £165; York £141.

NOTTINGHAMSHIRE: Ashfield £168; Bassetlaw £189; Broxtowe £203; Gedling £206; Mansfield £191; Newark £191; Nottingham £195; Rushcliffe £229.

OXFORDSHIRE: Cherwell £228; Oxford £235; South Oxfordshire £254; Vale of White Horse £243; West Oxfordshire £227.

SHROPSHIRE: Bridgnorth £192; North Shropshire £175; Oswestry £170; Shrewsbury and Aitcham £205; South Shropshire £168; The Wrekin £209.

SOMERSET: Mendip £188; Sedgemoor £198; Taunton Deane £187; West Somerset £203; South Somerset £186.

STAFFORDSHIRE: Cannock Chase £192; East Staffordshire £184; Lichfield £232; Newcastle-under-Lyme £189; South Staffordshire £234; Stafford £203; Staffordshire Moorlands £189; Stoke-on-Trent £173; Tamworth £211.

SUFFOLK: Babergh £202; Forest Heath £172; Ipswich £215; Mid Suffolk £187; St Edmundsbury £183; Suffolk Coastal £232; Waveney £189.

SURREY: Elmbridge £234; Epsom and Ewell £257; Guildford £235; Mole Valley £244; Reigate and Banstead £258; Runnymede £211; Spelthorpe £221; Surrey Heath £215; Tandridge £228; Waverley £249; Woking £215.

WARWICKSHIRE: North Warwickshire £217; Nuneaton and Bedworth £219; Rugby £232; Stratford-on-Avon £249; Warwick £251.

WEST SUSSEX: Adur £223; Arun £219; Chichester £207; Crawley £208; Horsham £208; Mid Sussex £230; Worthing £212.

WILTSHIRE: Kennet £192; North Wiltshire £181; Salisbury £206; Thamesdown £212; West Wiltshire £189.

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Kasparov no impact

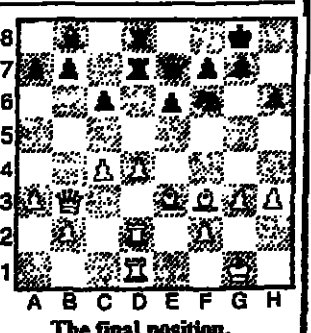
Gary Kasparov, the defending champion, disappointed his supporters with his third successive feeble effort with the white pieces in the world chess championship.

On Monday the fourteenth game ended in a colourless draw.

The fifteenth game is due to be held today

Game 14 - the moves:

White	Black	White	Black
1 e4	c6	12 d3	Bc7
2 d4	f6	13 Bb3	d7
3 Nc2	d5	14 Rd1	O-O
4 Nxd4	Nd7	15 c4	Ra8
5 Nf3	Ng8	16 Qb3	Qe7
6 Nc3	Bg7	17 Bb3	Bd8
7 c3	Bg4	18 Bb3	Bd8
8 h3	Bx3	19 Bb3	Rd8
9 Qd2	Qd5	20 Rd1	td
10 O-O	Bd8	21 c3	td



The final position.

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Inquiry told of huge problems after first diagnoses by Higgs

By Peter Davenport

Enormous medical, social and legal problems followed the first two diagnoses of sexual abuse made by Dr Marietta Higgs, using a controversial new diagnostic technique, the inquiry into the Cleveland controversy was told yesterday.

In both cases the consultant paediatrician had said that children she examined had shown signs that they had been abused in their homes, in hospital and, in one incident, while in foster care as well.

In the first case that Dr Higgs diagnosed she said the two sisters had been sexually abused and they were placed in care with a foster parent. A few months later the doctor also examined the three children of that family and decided that they too had been sexually abused and all five children taken into care.

The inquiry was told that it was only yesterday, 15 months after the whole affair began, that the High Court in Middlesbrough resolved the case and allowed all the children to return to their homes.

Mr Matthew Thorpe, QC, counsel for the inquiry, persistently asked Dr Higgs yesterday why she had not exercised more caution in adopting a new technique.

Referring to the conference in Leeds in June 1986 when the doctor had first seen the technique described by one of its pioneers, Dr Jane Wynne, he asked: "Was nothing said to put young professionals like yourself on their guard that the views being expressed

could be infected with the Aids virus.

Among measures that might be necessary were requiring visitors to Britain to produce certificates showing they were antibody-negative, and to take a blood test.

There could be compulsory screening of the population, with tests every six or nine months.

Mr Ian Sowerby, who confessed to twice donating blood despite carrying the Aids virus, was recovering in Leeds General Infirmary, West Yorkshire, last night after apparently trying to commit suicide.

Dr Collier stressed that she was not advocating such measures, but said they needed to be discussed.

At a news conference at the Royal Society of Medicine to launch her book, *The 20th-Century Plague*, she denied that she was proposing a form

New operation saves heart defect baby



Alive and well after open heart surgery: Hugo Lewis, in the arms of his mother, Mrs Jo Lewis, of Hampstead, London (Photograph: Harry Kerr).

By Thomson Prentice, Science Correspondent

The first successful operation of its kind in Britain has saved the life of a baby and may offer parents and doctors an alternative to controversial heart transplants for infants.

Yesterday the baby, Hugo Lewis, aged five weeks, was allowed home from Brompton Hospital with his mother, after the operation performed when he was only nine days old was pronounced successful.

The baby was born with hypoplastic left heart syndrome, a condition where the left ventricle is minute, and the ascending aorta, the main artery pumping blood around the body from the heart, is much smaller than normal.

A blockage between the ventricle and the ascending aorta was stemming the supply of blood to the body. This condition is among the most common of congenital heart defects, and is the most common cause of death in the first week of life.

About 200 babies a year in Britain are born with this condition. Heart transplants have a poor rate of success and are seldom attempted. Surgeons at Brompton Hospital decided to

carry out a corrective operation developed in the United States after discussing the prospects with Hugo's parents, Barry and Jo Lewis, of Hampstead, north-west London.

Mr Lewis, a private consultant paediatrician, said: "The situation seemed hopeless and we felt that all we could do was cuddle our baby and wait for him to die. Deciding what to do was a nightmare."

The four-and-a-half-hour operation was performed by Mr Darryl Shore, a consultant paediatric surgeon.

The right and left pulmonary arteries were detached from the main pulmonary artery, which was connected to the aortic arch by a sleeve of tissue called a homograft, and a tube placed between the right subclavian artery and the detached right and left pulmonary arteries.

A hole was created in the septum separating the two atria, the heart chambers which collect blood.

The function of the left ventricle was taken over by the right ventricle so that the baby's heart in effect began working as a single pumping chamber.

Portfolio Gold—Bank manager's prize

The winner of yesterday's Times Portfolio Gold £4,000 prize is Mr Gordon Hurrell, a bank manager, who comes from Langton Green, Tunbridge Wells, Kent.

Mr Hurrell, aged 48, plans to spend the prize money on building an extension to his home.

"I've been trying to win for so long, I couldn't believe it when I heard the good news", he said.

Mr Hurrell, married with two children, has been reading *The Times* for four years.

Portfolio Gold cards can be obtained by sending a stamped, addressed envelope to:

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PO Box 40,
Blackburn,
BB1 6AJ.

College choice

Mansfield College, founded in 1886 as a theological college, is proposing to become fully independent and self-governing within Oxford University and gain equal footing with the other 35 colleges in competing for university funds.

GP envisages ghetto towns

By Thomson Prentice, Science Correspondent

Two million people in Britain could die of Aids by the end of the century and a system of "apartheid" might be necessary to separate the healthy from the sick, a doctor said yesterday.

Dr Caroline Collier, a lecturer on the disease, said the epidemic might become so disastrous that "extreme measures such as 'separated living areas' for Aids sufferers would have to be considered."

"If sero-positive people were required to live in a separate town or city, this would be a restriction of liberty unheard of in modern times."

"The nation would have to be seen to be facing a national crisis of death of the young generation on an unprecedented scale before such drastic measures would find acceptance", she said.

Dr Collier, who is resource officer for the Christian Medical Fellowship, said that within the next three or four years three million people

Sir Peter welcomes arts boost

By Lynda Mardin, Arts Correspondent

Sir Peter Hall, director of the National Theatre, yesterday publicly thanked Mr Richard Luce, Minister for the Arts, for the 17 per cent increase in the Government's arts budget over the next three years.

Sir Peter was receiving the award for best director at the annual London Evening Standard drama awards ceremony for his production of Shakespeare's *Antony and Cleopatra*.

Sir Peter, who leaves the National next year after 15 years, said that he had been one of the Government's most vociferous critics because of cuts in arts spending, but "would like to say thank you to the minister for what he has done for the arts this year. The Government has now given the lead."

Mr Luce, proposing a toast to the arts, said: "I hope you will at least feel that the announcement will create a new climate in which we can move forward together."

Other awards were won by Judi Dench (Best actress, *Cleopatra*), Michael Gambon (Best actor, *A View From the Bridge*), Alan Ayckbourn (Best play, *A Small Family Business*), Stephen Sondheim (Best musical, *Follies*), Caryl Churchill (Best comedy, *Senior Moments*), and Stephen Bill (Most promising playwright, *Curtains*).

● The Prince of Wales yesterday presented the Linbury prizes for stage design at the theatre museum in Covent Garden. The £10,000 first prize went to Patrick Connellan for his design for *The Tempest*, the second prize of £5,000 to Sarah Ashpole, and the third, £3,000, to Demetra Maraslis Hersey.



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Massive blow 'fractured' baby's skull

A baby in the care of foster parents died after a massive skull fracture which would have required a very heavy blow, a jury was told yesterday.

Professor Ian Normand, a consultant paediatrician, was giving evidence at Winchester Crown Court in the trial of Carol Tonge, aged 34, who is alleged to have murdered the child, Jason Pilschowsky, aged 18 months, who was placed in her care after being taken away from his parents.

Mrs Tonge, of Poplar Drive, Marchwood, Southampton, also denies two further charges of causing actual bodily harm and wilful ill-treatment.

The jury has been told that Mrs Tonge claimed that Jason fell downstairs.

The hearing continues today.

BR to spend £69m on luxury express trains

By Nicholas Wood, Political Correspondent

British Rail is to spend £69 million on 200 new luxury express trains for routes feeding the InterCity network, the Government announced yesterday.

The air-conditioned Super Sprinters, a new class of two-car train with a built-in diesel engine capable of 90 mph, will operate in Scotland, the north Trans-Pennine route, and on some express lines in the Midlands and between Cardiff and the South Coast.

The new trains, replacing older locomotives with high-running costs, will come into service in 1989. They will be built by British Rail Engineering, which recently announced redundancies, and the order should help to safeguard jobs.

Announcing the decision, Mr Paul Channon, the Sec-

retary of State for Transport, said British Rail planned to invest £3,000 million over the next five years - more in real terms per year than at any time since the 1960s.

● The British Road Federation says Britain must almost double its motorway and trunk road building to avoid a much wider increase in the level of congestion now found on parts of the M25 and M6 (Rodney Cowton writes).

The federation's plans would cost an extra £4,000 million.

● The Department of Transport is studying ways to cut accidents on motorways, including automatic systems for detecting incidents, closed-circuit television at roadworks, and greater use of signs to encourage better driving.

Parliament, page 4

Turner painting is sold to Japanese

By Sarah Jane Checkland, Art Market Correspondent

SALEROOM

The sale's total was £332,640 with 14 per cent bought in.

While the financial benefits to museums of selling unwanted items are debated in this country, a collection of arms and armour belonging to the Metropolitan Museum was sold for £233,431 (£137,000) by Christie's New York on Monday night.

The sum overshoot Christie's estimate by more than \$100,000. The best price among the 50 pieces was \$30,880 (£17,700) for a sixteenth-century composite "Maximilian" suit of armour. It was sold to a Swiss private collector.

An early American powder horn dated 1756 went for more than \$50,000 above its

estimate, at \$52,800 (£30,300), to the Connecticut trade.

In London, the National Army Museum spent £17,600 (estimate £14,000 to £16,000) for the New Zealand equivalent of the Victoria Cross at Christie's medal sale yesterday.

The man awarded the medal in the late 1860s was Henare Kapa te Ahururu, a Maori from the New Zealand Armed Constabulary. While serving under Captain Preece in the New Zealand Wars, he climbed the palisades of the fortification of Matoroa, succeeding in finding a way in for his fellows in spite of being shot in the lungs.

Later, it was thought he had deserted, but in fact he had been captured by the enemy. Of the 23 New Zealand crosses awarded, it was the first to

come to auction. The other top lot, selling for the same price, was for a Spanish Cross set with diamonds awarded to the German lieutenant, Heinz Runze. Accompanied by bestowal documents signed by Göring and Hitler, it sold to an anonymous buyer. The sale fetched £192,725 with only 2 per cent unsold.

Meanwhile, at Phillips, an American buyer paid £23,100 - three times the estimate - for a rare English walrus ivory games piece. Having just heard the object was for sale this morning, he rushed over to the auction house to bid.

Christie's blamed the 53 per cent bought-in figure at its Old Master paintings sale in Rome on Monday on a painting by Francois Boucher, which failed to sell.

A painting by Turner, originally used as an illustration for Walter Scott's *Marmion*, was bought by a gallery in Japan at Christie's water-colour sale in London yesterday.

A dreamy scene of cows standing dozing in the Tweed, with Northam Castle in the distance, it was one of six commissioned by Turner's Yorkshire patron, Walter Fawkes, around 1822, and was sold by the Horton-Fawkes family.

It was bought by the Iida Gallery, of Tokyo, which paid £43,000 (estimate £15,000 to £20,000) for it. The next most expensive item was a water-colour of Windsor Castle seen from Eton, by William Daniell, RA, which was sold anonymously for £12,100.

November 17 1987

PARLIAMENT

BR go-ahead for £69m worth of new trains

The Government has given the go-ahead to British Rail to invest nearly £69 million in up to 204 Express Sprinter units, Mr Paul Channon, Secretary of State for Transport, told MPs.

He said that the units would be operated by the British Railway Board's provincial sector and would be used to introduce a network of high quality, air-conditioned Sprinter services operating at 90mph, complementing and feeding Inter-City services.

Services in Scotland and Wales would benefit, as well as those in England.

Speaking during a transport debate initiated by the Opposition, he said that this was good news for rail customers who would be able to travel faster and in greater comfort, and for BR which would, at the same time as reducing the heavy cost of operating loco-hauled services and old diesel multiple units, have the opportunity to attract extra revenue on provincial routes.

This new stock formed just part of BR's huge investment programme to improve quality of service. BR was in the middle of the biggest rail renewal programme since the transfer from steam to diesel in the 1950s. More than £3 billion had been invested since 1979.

TRANSPORT

Mr Robert Hughes, chief Opposition spokesman on transport, opened the debate.

He moved a motion that deplored the reduction in the quality of public transport services, increased fares, further damage to the environment, inadequate investment, reduced safety levels, Government failure to back British transport manufacturing industry and the increasing priority given to profit rather than service.

Mr Hughes complained that the Government's tune was a simple refrain: the state did best when the state did least.

That ideology distorted transport services. Experience showed that it did not work.

Two recent reports on British Rail — by the select committee on transport and the Monopolies and Mergers Commission — had reached broadly similar conclusions: that BR still was not getting there.

The Opposition contended that investment in BR was wrongly targeted and distorted.

Government rules and restrictions on BR inhibited the organisation in its work. BR was discouraged from investment which did not show a return within 12 months. But winning back customers and trade took longer than that.

The Government was encouraging cost-cutting investment but not revenue-generating investment.

There was a time bomb ticking away in the EEC which could have widespread effects upon public transport fares.

Lord Cockfield, who had been appointed an EEC Commissioner by this Government, had proposed harmonization of VAT in the Community.

His report had not been published when expected, last May. That was not surprising, considering that there was to be a general election the next month.

But there was the prospect of VAT being applied to passenger fares. That would be extremely inflationary and would hit the poorest hardest.

The rate of VAT that might be levied on fares was not known. But it would not be less than 15 per cent. It could even be 17.5 per cent.

Mr Channon should say whether VAT was going to be charged on bus, train or air fares. Unless he did "we can see clearly where we are going".

The Government had to keep British Airways fat, juicy and ripe for privatization and so it had sounded the death knell for B-Cal.

The first that B-Cal had known of British Airways concluding a deal involving the surrender of certain routes and licences was only two days before the Monopolies and Mergers Commission report was published. That was disgraceful and intolerable and did not provide much of a basis of trust.

The Government should have

acted without referring the matter to the commission. That referral had only created three-and-a-half months of uncertainty and they did not know how many more weeks of uncertainty were still to come.

The commission's report showed that before the referral was made, British Airways had offered conditional undertakings to the Office of Fair Trading about slots and routes. The Government should have taken the responsibility on itself rather than farming it out to another agency.

Mr Channon moved an amendment congratulating the Government on the success of its transport policies which had led to an improved transport infrastructure through increased investment.

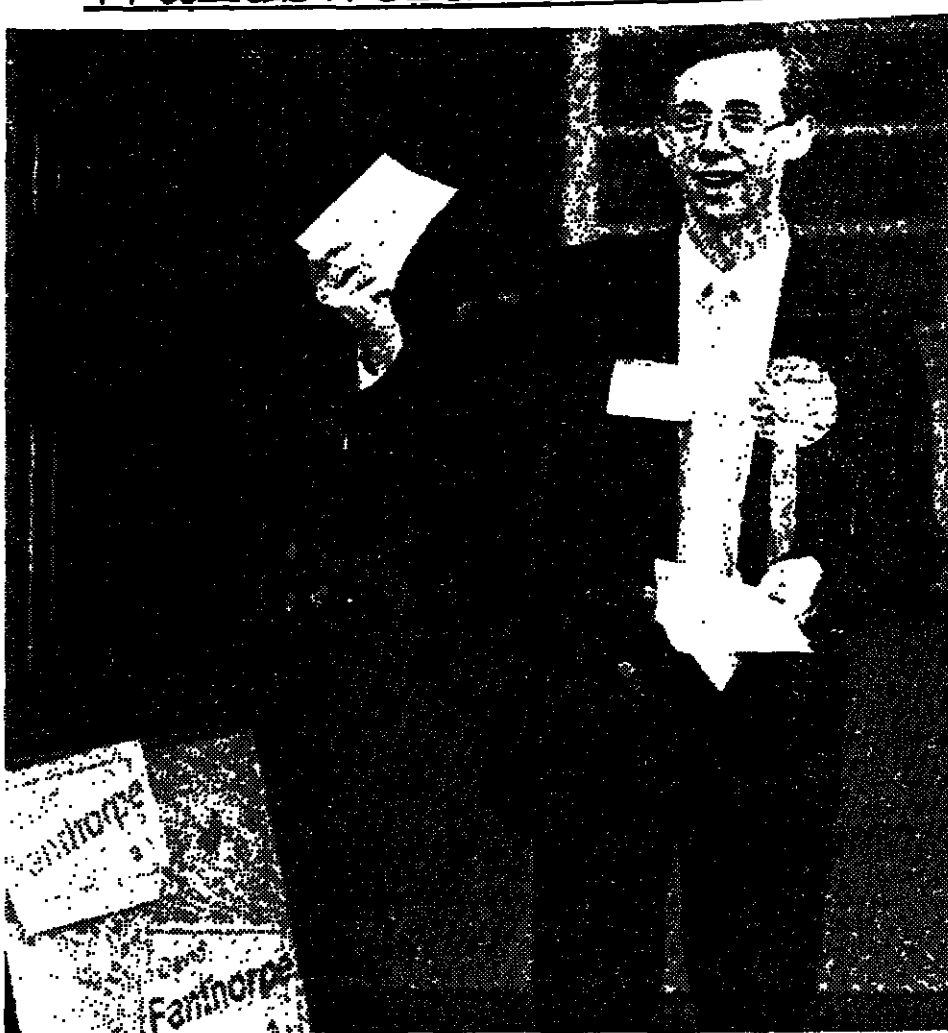
The amendment said that these policies had provided better value for money for taxpayers, ratepayers and industry and had increased choice of service to customers.

Mr Channon said that the Labour motion did not even mention roads, yet this Government had delivered a road programme almost a third larger in real terms than that before 1979. Labour had neglected the roads "and we are having to pick up the pieces".

On British Rail, Mr Hughes had painted a picture of woe and neglect. But this was wrong, too.

The Government had agreed in principle to a sizeable investment on the high speed Channel tunnel service, and overall, BR planned to invest £2 billion over the next five years.

Wandsworth's waverers



Mr Fanthorpe campaigning at Southfields Tube (photograph: Stephen Markeson).

The sight of head-on Tory voters swinging is one of the rarest spectacles in politics, but it could be witnessed yesterday afternoon at the gate of St Michael's Primary School in Granville Road, Wandsworth, south-west London. (Michael McCarthy writes.)

The mothers collecting their children in this solidly Conservative piece of suburbia were unanimous and adamant: they wanted nothing to do with Wandsworth Council's announced intention to withdraw from the Inner London Education Authority and run its own schools, as Mr Kenneth Baker's forthcoming education Bill will allow it to do.

Their concern, which would not normally make waves beyond the leafy boundaries of SW18, might just upset a prized Thatcherite applicant and have a decisive effect on Government thinking: for the mothers at the gate of St Michael's and their husbands are the electors of Southfields, a ward of Wandsworth Council where a crucial by-election is held tomorrow.

Wandsworth, for so long the pioneer in local government of everything the Prime Minister holds dear, from cost-cutting to council house sales to privatization of services, is deeply Tory but only just: there are 31 Conservative seats to 30 Labour. If Labour capture Southfields they will capture the council and one of Thatcherism's most prominent bastions.

Standing at the school gate with a clutch of pamphlets in his hand and meeting with a sympathetic response was the Labour candidate in the by-election, Mr John Gibbs, aged 47 and a postman, who is hoping that disaffection over the ILEA issue will be enough to overturn the slender Tory majority.

"There's an awful lot of people very concerned about their children", he said. "They just don't want their education mucked about."

The Tory candidate, Mr David Fanthorpe, aged 30, a researcher at Conservative Central Office, took the idea



Mr Gibbs: "Stop mucking education about."

that the education issue may be crucial at the polling booth.

"People won't be fooled by Labour's emphasis on one question", he said. "The central issue is whether the council will be allowed to continue its full run with the policies which have brought the lowest rates in inner London, by a process of efficient management and competitive tendering."

British deterrent 'is not involved'

Negotiations on a reduction in American and Soviet Union inter-continental ballistic missiles did not involve Britain's independent nuclear deterrent, Mrs Margaret Thatcher, the Prime Minister said during question time.

She was replying to Mr David Steel, leader of the Liberal Party, who said that during her Guildhall speech on Monday she had referred optimistically to a 50 per cent reduction in strategic nuclear weapons by this time next year.

Was she intending that this country should make any negotiating contribution to that process?

Mrs Thatcher: No. The 50 per cent reduction applied to American and Soviet Union inter-continental ballistic missiles.

Moore finds defender

The treatment of Mr John Moore, Secretary of State for Social Services, in a private hospital was criticised by Mr Ray Powell (Ogmore, Lab) during questions to the Prime Minister in the Commons.

Mrs Thatcher replied that she believed in people choosing to go to private services in the health service. "I must point out that many, many people do it, including trade unions."

Salary 'not justified'

The salary paid to Mr Derek Foster, the Labour Party's Chief Whip, was called into question by a Tory backbencher during exchanges with the Prime Minister in the Commons.

Mr Timothy Smith (Beaconsfield, C) asked whether, in the light of the lack of discipline in the Labour Party today, the salary of £40,798 payable to the Opposition Chief Whip could be justified.

Mrs Thatcher replied that an order relating to salaries in the House was not at the top of her priorities at the moment.

Cardiff peer

Lord Callaghan of Cardiff, the former Prime Minister, Sir James Callaghan, took his seat in the House of Lords.

Bill to introduce random breath tests brought in

A highly visible police presence at the roadside is essential if the chance of the drinking driver being detected was to be increased significantly, Mr Roland Boyes (Houghton and Washington, Lab) said.

He was given leave to bring in a Bill to give the police additional powers to carry out random breath tests at the roadside.

Mr Boyes said that the Bill was a response to grave public concern about the effects of drinking and driving, and to widespread concern that the present law was no longer a deterrent. It was a counter-

10-MINUTE RULE

measure to supplement existing powers.

Three people would die on the roads today as a result of drink and driving.

Most of the police time was spent on apprehension of offenders rather than on deterring.

"This Bill aims to redress that balance and to resurrect deterrent policing in the interests of road safety."

All the evidence indicated that a highly visible police

presence at the roadside was essential if the chance of the drinking driver being detected was to be increased significantly.

In a letter to *The Times* on August 5, Mr Murray Mackay, head of the Accident Research Unit at Birmingham University had said that the number of drivers tested was absurdly low: this year, one in 80 would be tested, so that everyone had the correct perception that to drive with an elevated alcohol level carried little risk of being caught.

The Bill was put down for second reading on December 11.

Decision on courts 'is ours'

Mrs Margaret Thatcher reaffirmed at question time that any decision on the future of the Diplock courts in Northern Ireland was a matter for the British Government.

Mrs Thatcher said earlier that it was important that no one had any dealings with parties that supported violence.

She was replying to Mr James Cosgrove (Gillingham, C), who asked for an assurance that there would never be any negotiations of any sort with the IRA or their apologists, Sinn Féin.

Mrs Thatcher: I can give the assurance he seeks.

Labour on attack over education

The Prime Minister was prepared to tolerate apartheid abroad and, by refusing to reject segregation in schools, was perhaps prepared to tolerate it at home, Mr Neil Kinnock, the Leader of the Opposition, said at question time.

Mrs Thatcher emphasized that she was interested in good education for all children.

Mr Kinnock said that on Friday the Under Secretary of State for Education (Lady Hooper) had said that if Government plans for choice in schooling ended with a segregated system, then so be it. Did the Prime Minister also say "so be it" to segregation?

Mrs Thatcher: I am interested in the best possible education for parents for their children. I do not think the present system is giving the best possible education for all children, so we are

giving the opportunity. He is talking about segregation. I am talking about good education.

Mr Kinnock: Any Prime Minister who cannot give a yes or no answer to segregation condemns herself. Does she realize a segregated system would not provide good education either to those who are to be segregated or those excluded from it?

Does she realize the difference between choice and segregation? Mrs Thatcher: I am interested in good education for all children. There have always been different kinds of school. The fundamental basis of the settlement with the churches in the 1944 Education Act and why we still now have church schools as well as county schools.

Mr Kinnock: She discredits church schools if she puts them in any category with regard to segregation. We know the Prime Minister is prepared to tolerate apartheid abroad. Perhaps now she is prepared to tolerate it at home?

Mrs Thatcher: Perhaps he should ask me segregation before he talks about it. I am interested in good education for all children. I understand he is not because of his questions today.

Parliament today

Commons (2.30): Questions: Foreign and Commonwealth Office. Debate on developments in the EEC and on future financing of it. Lords (2.30): Debate on civil research and development.

Labour's strike peril recedes

By Martin Fletcher Political Reporter

The threat of further embarrassing industrial action at the Labour Party's London headquarters has receded after a decision by disgruntled journalists to abandon demands for better redundancy terms.

Five journalists who worked for the now defunct party newspaper *Labour Weekly* had been seeking parity with members of management, who are being offered up to £14,000 on top of their statutory redundancy entitlement.

The journalists have now settled for about £7,500 after threats by senior party figures that even that offer might be withdrawn.

Members of the National Union of Journalists brought the party headquarters to a standstill last Thursday by manning picket lines that other staff unions were obliged to respect. They had staged a half-day strike last Tuesday.

Meanwhile, the Transport and General Workers' Union, representing most of the Wandsworth Road staff, has postponed a one-day strike planned for tomorrow over the threat of compulsory redundancies as part of the party's attempt to cut about forty posts to save off financial crisis.

Further talks between the union and the party management will take place on Friday.

Housing change 'to affect million'

By Nicholas Wood, Political Correspondent

Nearly a million people will be affected when the Government's planned changes in housing benefit come into force next April, the Labour Party said yesterday.

Mr Robin Cook, chief Opposition spokesman on social security, said that the changes will shock those affected and outrage their friends.

"It is very important that that shock and outrage is expressed now while there is still time for the Government to change course and avert disaster."

According to calculations made by the Department of Health and Social Security, about 1.4 million pensioners can expect to lose £1 a week on average when the new system comes into effect.

That is because under the Social Security Act, 1986, housing benefit will not be payable to people with savings of more than £6,000. Those with savings of between £3,000 and £6,000 will lose benefit according to a sliding scale.

The department also reckons that 1.2 million pensioners will either gain from the reforms or lose nothing.

A department official said yesterday that it was misleading to judge the impact of the Act by looking at one benefit in isolation. The capital rules will also apply to income support, replacing supplementary benefit, and family credit, which replaces family income supplement.

Nevertheless, ministers are

bracing themselves privately for a storm of protest once the public become aware of the extent of the changes and their financial impact.

The Social Security Act was pushed through the Commons in the teeth of fierce Labour opposition.

The housing benefit change is due to be debated in the Commons tomorrow. Mr Cook said: "It will hit precisely those pensioners who have taken this Government at its word and who have saved for their old age."

"The Government hopes to get out of these changes £500 million. That is small beer in the Government's budget, but it will make a dramatic difference to the weekly budgets of many of the poorest households in the land."

One of the new housing action trusts, planned to spearhead the Whitehall assault on municipal property, will be set up in the capital, he told local Conservative women.

Under the housing Bill, expected to be published tomorrow, the trust will be given powers to take over dilapidated council estates, renovate them, then transfer them to new forms of ownership and management.

When the former Prime Minister, now Lord Wilson of Rieveldt, sent her to the House of Lords it was "to do a job of work". Too many people took titles and did nothing.

As the first woman on the Government front bench in the Lords, she had to be a woman of letters and a woman of letters she was. The 41 women MPs out of a total of 650 returned at the general election represented a 78 per cent increase.

The group's aim was to follow that with a similar increase at the next election.

Still a long way to go for women

By Sheila Gann Political Staff

Lady Phillips, the former Labour Government whip, said women will have succeeded in breaking through the barriers into public and political life when the first female Chancellor of the Exchequer is appointed.

She told guests at the annual Nancy Astor dinner, commemorating the first woman MP, that men will accept their female colleagues so long as they did the job. However, many men still did not believe women could manage money.

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Applications for an extension

Kinnock speech translation ruffles Commons feathers

An agency of the Department of Employment community programme had been used by the Ealing North Labour Party during the general election for translation of political material, MPs were told at question time. A Conservative MP said that the material included a speech by Mr Neil Kinnock.

Mr Harry Greenway (Ealing North, C) asked what fee had been paid by Ealing North Labour Party for the use of Manpower Services Commission facilities at 10 King Street, Southall, for use of personnel and computer facilities in May and June this year.

Mr John Cope, Minister of State for Employment: There are no MSC personnel or computer facilities at 10 King Street, Southall, but 11B King Street is the headquarters of Southall Community Projects Committee Ltd, which is an agency for the community programme.

I understand that some facilities at the latter address were used during the election campaign for the translation of political material. Such activity is against the rules of the community programme.

ELECTION DISPUTE

The agency investigated the matter and put a stop to that activity. No fee was paid by the Ealing North Labour Party.

Mr Greenway: Breaches of that kind by the Labour Party or anybody else are very serious indeed.

Will he undertake to investigate the correspondence sent to me, indicating that the Labour candidate in Ealing North, Mr Benn, junior, used these facilities extensively for his campaign and also that the National Executive Committee of the Labour Party had the leader's speech translated into ethnic minority languages by that office. Its normal work could not proceed at that time.

Mr Cope: Yes. The translation work was on a speech by the Leader of the Opposition — (laughter and protests) — but it was in the course of translation when work was stopped and there was no circulation of political material. Such activity is against the rules of the community programme. I will investigate his other allegations.

Better service for MPs Hurd changing migrant case rights

The following report of the second reading debate in the Commons on the Immigration Bill appeared in later editions of this newspaper yesterday.

The Home Secretary hopes to make new arrangements for MPs to intervene in immigration cases which will provide them and their constituents with a better service without detracting from proper exercise of ministers' responsibility.

Moving the second reading of the Bill, Mr Douglas Hurd said that the procedures by which MPs took up immigration cases with him would need to be looked at carefully.

The enormous number of cases imposed considerable burdens on MPs and resulted in lengthy delays.

The Bill amended the 1971 Act while leaving it as the foundation of Britain's system of immigration control.

That Act had been introduced in the belief that there was a limit to which a society could accept large numbers of people from different cultures without unacceptable social tensions.

That remained the Government's view. It was not an anti-immigrant view but a realistic one.

Immigration control was under considerable pressure and there were also pressures arising from the increasing number of asylum applicants.

In responding to those pressures, they needed to be able to react quickly and effectively and they had done so.

or variation of stay from people admitted as visitors, students and businessmen, for instance, had grown. There was a backlog of 47,000 cases at the end of 1986, equal to four months' work.

He proposed that longer periods of leave might be granted on arrival to aid pairs, businessmen and some others, up to the maximum.

That would remove the need for people to apply for purely routine extensions. He also proposed, with very few exceptions, to reduce the maximum period of a visit from 12 months to six.

A new clause would prevent the entry of more than one wife of a polygamous marriage where the second wife applied for entry in exercise of a right of abode by virtue of her marriage.

"The number of polygamous wives coming here is small; the Government estimates that perhaps 25 or 30 polygamous households are set up here every year, but polygamy is not an acceptable social custom in this country."

The Government would ensure that only one wife of a polygamous marriage could come for settlement.

Mr Roy Hattersley, chief Opposition spokesman on home affairs, said that this was as tawdry a Bill as he had seen in 23 years in the House. It benefited virtually nobody and penalized a number of British families and families of Commonwealth citizens.

It prejudiced good commu-



Mr Douglas Hurd: "Enormous number of cases".

enous number of cases". There was an immigration problem where one did not exist. Over-staying was a problem but widely out of proportion by populist commentators. That was the sort of canard that the Bill encouraged. It was less concerned with legislation than with propaganda.

Men and women settled in Britain should have an automatic right to be joined by their husbands or wives and their dependent children. The primary purpose rule was a discriminatory disgrace and it was now being extended to a new class of applicants.

His fundamental objection was that the Bill was unnecessary. It was a disgrace to a democratic Parliament.

Mr John Cartwright (Woolwich, SDP) said that the Bill was indefensible. The most objectionable proposal was the repeal of the guarantees given to

immigrants and their families in the 1971 Act. The Government was going back on clear undertakings.

Miss Diana Abbott (Hackney North and Stoke Newington, Lab), in a maiden speech, said that she was both a daughter of immigrants and represented a constituency which for more than a century had been a classic centre where immigrants had been welcomed.

Immigration legislation in this country had a squalid and racist history.

The Bill for the first time made over-staying a crime. It gave the police licence to harass black and ethnic minority residents.

"If you make over-staying a criminal offence, you are opening the door to a pass law."

Mr Keith Vaz (Leicester East, Lab) said that in introducing this squalid Bill, Mr Hurd had opened the door to a new era of racism within the Conservative Party (Conservative protests).

"This Bill is unnecessary and unwarranted. It represents all that is rotten and racist about Conservative immigration law."

Mr Teddy Taylor (Southend East, C) asked how he could, in all honesty, tell someone from the former British Guyana that they would now have more difficulties getting into Britain while their neighbours from French Guyana would continue to have unfettered right of entry.

The Bill was read a second time by 258 votes to 221 — Government majority, 37.

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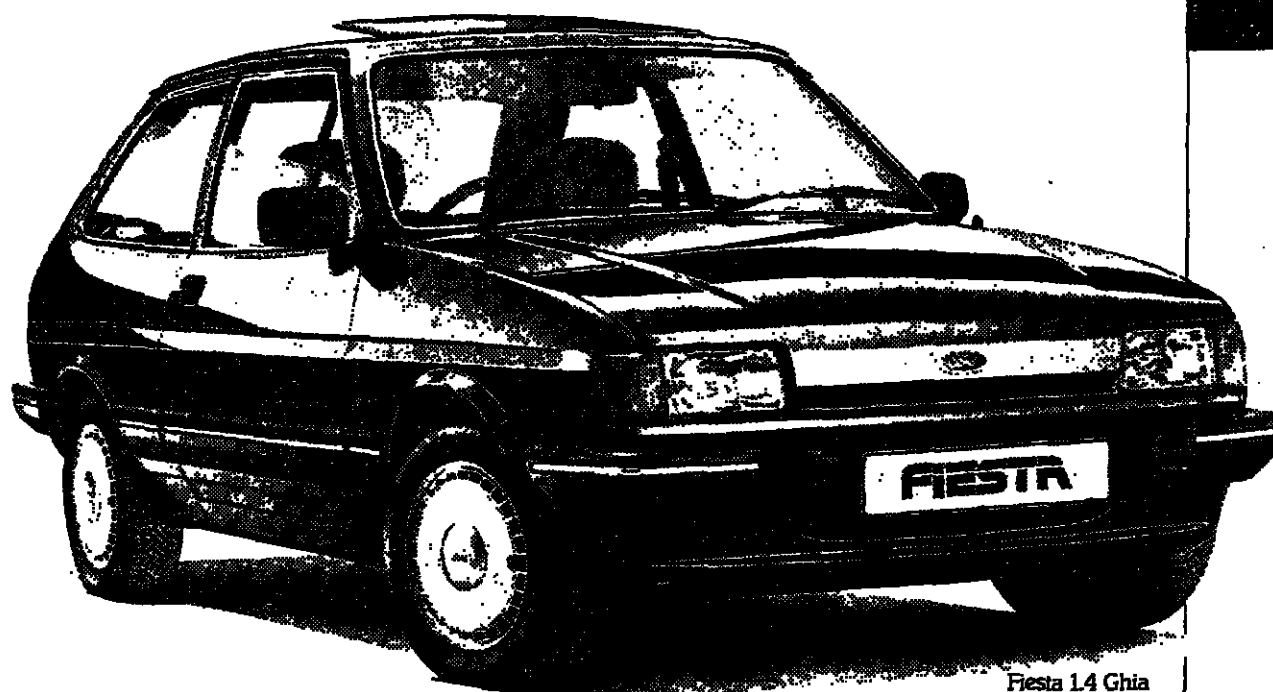
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best, study the examples below. We've made the figures as clear as possible!

Or, better still, pay a visit to your Ford dealer and he'll explain in detail.

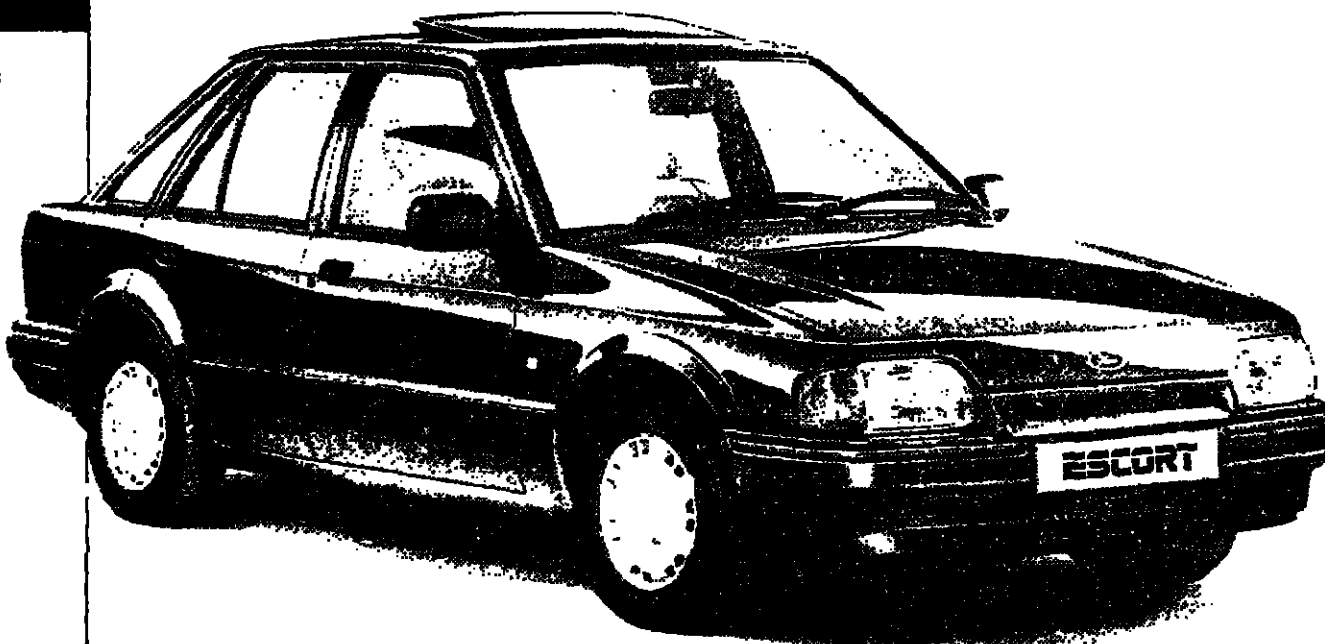
These finance plans are scheduled to run until December 15. But don't leave your decision too long. Due to demand some of the models on offer could be in short supply.



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Charge for Credit	£570.69	£871.23	£881.94	£807.21
Total Credit Price	£5423.83	£8279.09	£8381.72	£7670.95
4.8% APR				
Initial Payment (Minimum 50%)	£2426.57	£3703.93	£3749.89	£3431.87
36 Monthly Payments of (Starting 1 month after contract)	£72.46	£110.60	£111.98	£102.48
Charge for Credit	£181.99	£277.67	£281.39	£257.41
Total Credit Price	£5035.13	£7685.53	£7781.17	£7121.15

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Cash price† (inc. delivery)	£6854.85	£7648.50	£8373.90	£9288.14
9.5% APR				
Initial Payment (Minimum 20%)	£1370.97	£1529.70	£1674.78	£1857.63
36 Monthly Payments of (Starting 1 month after contract)	£174.72	£194.95	£213.44	£236.74
Charge for Credit	£806.04	£899.40	£984.72	£1092.13
Total Credit Price	£7660.89	£8547.90	£9358.62	£10380.27
4.8% APR				
Initial Payment (Minimum 50%)	£3427.43	£3824.25	£4186.95	£4644.07
36 Monthly Payments of (Starting 1 month after contract)	£102.35	£114.20	£125.03	£138.68
Charge for Credit	£257.18	£286.95	£314.13	£348.41
Total Credit Price	£7112.03	£7935.45	£8688.03	£9636.55



Escort 1.4LX



Orion 1.6 Ghia

ORION	1.3L	1.4LX	1.6GL DIESEL	1.6 GHIA
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9.5% APR				
Initial Payment (Minimum 20%)	£1446.96	£1548.08	£1722.45	£1862.16
36 Monthly Payments of (Starting 1 month after contract)	£184.41	£197.29	£219.52	£237.32
Charge for Credit	£850.92	£910.10	£1012.90	£1094.86
Total Credit Price	£8085.72	£8650.52	£9625.17	£10405.68
4.8% APR				
Initial Payment (Minimum 50%)	£3617.40	£3870.21	£4306.14	£4655.41
36 Monthly Payments of (Starting 1 month after contract)	£108.02	£115.57	£128.59	£139.02
Charge for Credit	£271.32	£290.31	£323.11	£349.31
Total Credit Price	£7506.12	£8030.73	£8935.38	£9660.13

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Business rate plans could force firms to close, CBI says

By David Walker, Public Administration Correspondent

The Government's plans for a flat business rate could close companies across the country, the Confederation of British Industry said yesterday.

Responding to the Government's commercial rates blueprint for England, the CBI called for a shake-up of local government finance in which businesses would pay only for services from which they benefited directly.

The CBI said that a uniform business rate, combined with the revaluation of business properties planned for 1990, could be catastrophic for firms outside inner London and the North of England. Business rates in some areas in the South-west and the Midlands could rise between 30 and 40 per cent, and in Reading, for example, could be as high as 90 per cent.

"Some manufacturing concerns, with little realistic prospect of relocating or renegotiating rents in the short term, will be forced to close", it said.

Among its alternative proposals, the CBI suggested that

the Government should take over the cost of paying teachers and running schools, and that the cost of social services, especially child care, should be transferred to Whitehall.

Mr John Banham, the director-general, said that in the age of the national curriculum it followed that schooling was a national service that should be paid for by the Government.

Sir David Nickson, the president, insisted that the CBI was not against the principle of the poll tax, which was a political decision.

Its alternative plan is nevertheless one of the most considered rebuttals of the Government's proposals for local government finance, and is given added authority because Mr Banham was till recently controller of the Audit Commission, the watchdog over council finances, whose ideas on municipal reform have impressed the Prime Minister.

The CBI said:

- The Government should scrap its scheme for a uniform rate for business. Councils

should levy a rate on business according to local needs, but only in respect of services that directly benefited business: police, fire, street maintenance and lighting, refuse collection and further education and training.

- The cost of local government should be cut by £1.2 billion, with the Government paying for education and social services directly instead of through grants to councils;
- Pressure should be kept up on councils to ensure value for money, and business should be given a statutory right to see town hall spending plans;
- Revaluation of business property should be approached cautiously, with a long phasing-in period of changes;
- Rents for council housing should be set at market levels, and tenants subsidized where necessary through increased housing benefit.

The result, the CBI said, would be a reduction of £1.8 billion in the amount - almost £8 billion - passed over each year by business in rates, which would cease to be an easy way for the Government to redistribute money from business to householders.

Sir David admitted that when a CBI delegation put its plan to Mr Nicholas Ridley, the Secretary of State for the Environment, on Monday it had received short shrift, but he insisted that the Government better appreciated its dissent on the uniform business rate.

Pilot to relive 12,000-mile epic

By David Cross

A trail-blazing 12,000 mile flight in a Vickers Vimy just after the First World War, from England to Australia, is being re-enacted by a former TV journalist in a 440cc microlight aircraft.

Weather permitting, Mr Brian Milton, aged 45, who used to be City editor with TV-am, will set off in his single-engine microlight (seen at Covent Garden yesterday) from the Royal Victoria Dock in east London on December 2 to recreate the epic journey of Sir Ross and Sir Keith Smith, who in 1919 flew to Port Darwin in Australia in less than 30 days. From there he will fly across the country to Sydney to join in the country's bicentennial celebrations.

When the Australian government offered a £10,000



Mr Milton, bound for Australia.



prize to the first aircraft to complete the journey, nearly 70 years ago, the route included Syria and Iran.

However, mindful of the war in Iran, the organizers have decided that the latest venture should bypass those countries in favour of a safer hop across the Mediterranean via Egypt before the route picks up the original trail to Port Darwin. (Photographs: Graham Wood)

Police decision on Carson today

By David Sapsted

Detectives will decide today whether to interview the expelled British diplomat, Captain Christopher Carson, over the death of his wife, whose body was exhumed for a second post-mortem examination at Portsmouth yesterday.

Dr Roger Ainsworth, a Home Office pathologist, began his examination of the body of Mrs Diana Carson at Queen Alexandra Hospital, Portsmouth, yesterday.

Mrs Carson, aged 48, drowned in the swimming pool at the couple's home in Nassau where her husband was naval attaché.

At dawn yesterday, the coffin was removed from the unmarked grave at Milton Cemetery where Mrs Carson was buried a month ago.

Det Chief Supt Alan Wheeler, head of Hampshire CID, and Det Chief Insp Keith Akerman, leading the inquiry, ordered last Friday by the Director of Public Prosecutions, watched as police officers and workmen removed the final layers of earth.

White plastic screens were put up around the grave and, when the brass-handled coffin was removed, six men carried it to an estate car, which transported it to the hospital mortuary.

Captain Carson, aged 51, was not at his home in Old Portsmouth yesterday. He was believed to have stayed in London after visiting the Ministry of Defence.

A spokesman for Hampshire police said that a decision would be made today on whether to interview Captain Carson, assuming the results of the post-mortem examination were known.

'Think tank' hits at education Bill

By Sarah Thompson, Education Reporter

Conservative and right-wing opposition to the Government's proposed education reforms is deepening, with the publication today of a critical response from the Institute of Economic Affairs, the right-wing "think tank".

Earlier this week, Mr Andrew Rowe, Conservative MP for Mid Kent, criticized the national curriculum proposals in the forthcoming Bill and called on his fellow backbenchers to press for substantial changes to the whole package, the most radical set of education reforms to be put before Parliament in more than forty years.

In a document compiled by Mr Stuart Sexton, formerly Sir Keith Joseph's political adviser when he was Secretary of State for Education, the institute accuses the Government of putting too much emphasis on "parent power"

in the form of parent governors.

"Parents want to be able to choose what they regard as the best school for their children", the institute says. "They do not want to have to run those schools. They are content to leave such management to those most competent."

The proposed national curriculum has enraged right-wing educationists and the institute calls it a "poor second best".

"The most effective national curriculum is that set by the market itself, that set by the consumers of the education service", it says.

Independent schools should be able to apply for grant-maintained status. State schools which plan to apply should be safeguarded from asset-stripping by "unfavourable local education authorities" now, rather than after application has been made.

Duff tells court why he sued

Mr Mickey Duff, the boxing promoter, told the High Court in London yesterday that he had to "stand up and be counted" when a Sunday newspaper printed allegations about his links with a criminal American promoter.

"There are certain people who will not be pushed around", Mr Duff (real name Morris Prager), of Paddington, west London, said.

He is claiming damages against Times Newspapers Ltd, publishers of *The Sunday Times*. He alleges that an article in the paper's "Inside Track" sports column in January 1983 suggested that he had entered into agreements with Mr Harold Smith, the American boxing promoter, when he knew Mr Smith had been using stolen money to finance his deals.

Mr Duff said he was not happy with a correction the paper had "grudgingly" printed. He believed it was adopted in the threatening attitude of saying: "We have got more money than you".

"There comes a time when you have got to say to yourself, 'You have got to stand up and be counted', and that is what I am doing", he told the court.

The *Sunday Times* denies libel and argues that, in any event, the article could have suggested only that Mr Duff was "disreputable" or "incapable" in his dealings with Mr Smith, not that he was criminal.

The hearing continues today.

Corporal accused of attack

A corporal in The King's Own Scottish Borderers punched a junior soldier in the face, a court martial was told yesterday.

The corporal had intervened after five teenage soldiers threw a colleague into the shower because "he never washed and he smelt", Major James Stythe, for the prosecution, told the court.

He told the hearing at Caterick, North Yorkshire, that Corporal Colin Stitt told Private Stephen Birkbeck, "I don't like fighting", then punched him, making his nose bleed, and finally pushed him into a cupboard. Corporal Stitt denies ill-treatment.

Mr Birkbeck, who has since left the Army, said Corporal Stitt told him afterwards to wash the blood off his jacket and report to him.

When Mr Birkbeck and another young soldier went to see the corporal, he asked them what had happened during the horseplay on the Saturday night at Harlow Hill, near Newcastle upon Tyne. Corporal Stitt kept "going on and on" until both junior soldiers finally agreed he had not hit him, Mr Birkbeck told the hearing.

The corporal told them not to discuss the incident with anyone but they went to see the company sergeant major. Mr Birkbeck said the corporal threatened to "rip him apart" for talking about the incident. "I was very frightened", he added.

The hearing continues.

Aviation groups meet on passenger safety

By Harvey Elliott, Air Correspondent

Aviation safety bodies from Britain, France, Canada, and the United States are to meet in Paris today to try to establish internationally acceptable standards for smoke hoods in passenger jets.

There is wide divergence of views between and within each body and between academics over the effectiveness of the hoods, and over how to set an acceptable standard.

The Civil Aviation Authority is itself divided, with some of its experts wanting to introduce the hoods as soon as possible and others believing they could prove dangerous by slowing down an exit in the case of a fire.

Others think the hoods should have oxygen to enable passengers to breathe in the presence of choking smoke while yet more think the presence of oxygen in a fire would be an added risk.

It is generally agreed that one world-wide standard should be applied, if the hoods are to be introduced, to enable passengers to get to know one type and thereby speed up any emergency evacuation.

At the same time, research is continuing into sprinkler systems for passenger cabins, which it is believed would help to damp down heat and smoke and might actually do away with the need for the hoods altogether.

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WORLD SUMMARY

Kremlin guru to call on Thatcher

A Soviet academician, who is widely seen by Western diplomats as Mr Mikhail Gorbachev's economic guru, arrives in Britain today and is to meet the Prime Minister during his visit (Andrew McEwen writes).

Mr Abel Aganbegyan is credited with being one of the strongest influences on the Soviet leader's economic policies and established a reputation as a critic of the Soviet Union's economy before Mr Gorbachev came to power.

Some call him "Mr Perestroika", the Russian term for "restructuring", which has come to symbolize the Gorbachev reforms. He holds the title of Academic Secretary to the economics department of the Soviet Academy of Sciences. His visit to London is the result of an agreement reached when Mrs Thatcher visited Moscow last April that an annual lecture would be given alternately in Moscow and London by a respected academic of one of the two nations. Mr Aganbegyan is to give the first of the lectures at the Royal Institute of International Affairs.

Fiji on offensive

Sydney — The foreign ministers of Australia and Fiji held private talks here yesterday, the first high-level contact between the two governments since Fiji's military rulers proclaimed a republic in October (Keith Dalton writes).

The meeting of Mr Filipe Bole, Fiji's Foreign Minister, and Mr Bill Hayden, the Australian counterpart, is part of the military regime's diplomatic offensive. In New Zealand, Fiji's Information Minister, Ratu Iloke Kubuabola, said that Fiji's new republican Constitution, guaranteeing political supremacy for indigenous Fijians, had been completed and that, with the country now stabilized, 2,000 soldiers would be demobilized this week.

Quick aid on famine

An unusually fast British Government response to a United Nations appeal for funds to airlift food to Ethiopians facing famine has ensured that the operation will go ahead immediately (Andrew McEwen writes).

Chartered Hercules aircraft are to be used to drop 5,700 tonnes of food a month to areas of Tigré province cut off from land distribution by guerrilla attacks. The United Nations Disaster Relief Organization said that the speed of the British contribution had been an important factor. The Government was approached last Friday and yesterday Mr Christopher Patten, the Minister for Overseas Development, pledged £2 million towards an initial target of £2.3 million.

Facing expulsion

Tel Aviv (Reuters) — Israel is to expel from the occupied Gaza Strip Mr Abdel Aziz Odeh, 38, a Palestinian accused of being spiritual leader to the Islamic Jihad guerrilla group.

He said Mr Odeh, who was arrested on Monday, was not accused of organizing or engaging in armed actions against Israel but of being an "ideologist and spiritual leader". He had called for "an Islamic revolution to liberate Palestine".

Pilot missing

Johannesburg — South Africa announced yesterday that an air force pilot was missing after his jet fighter crashed in southern Angola (Michael Hornsby writes).

The Angolan Chief of Staff, Lieutenant-General Antonio Franco dos Santos, meanwhile, told the Mozambique news agency that he expected fighting to break out in Cunene province as soon as the South Africans moved their 8th Motorized Division from northern Namibia into Cunene.

UK rebel pardoned

San José — An aspiring British mercenary has been released from a Costa Rican prison and allowed to return to his home in Solihull (A Correspondent writes).

Mr Peter Glibbery, aged 26, was pardoned by President Arias. He was jailed for five years last September for "disturbing the public order by committing hostile acts against a neighbouring state" after being arrested with four other foreigners at a Nicaraguan Contra camp in Costa Rica.

Pledge to Turkey

Istanbul — Lord Carrington, the Nato Secretary-General, said yesterday he was giving priority to increased military aid to help Turkey match the Warsaw Pact's increased conventional forces on the 378-mile border with the Soviet Union (Michael Dwyer writes). Progress in modernizing the Turkish Army had been slow, he said, "but I assure you that this is an issue to which the Nato Council is attaching priority."



Negotiators close to INF treaty text

By Alan McGregor in Geneva and Michael Evans, London

The American and Soviet chief arms control negotiators were on the verge last night of completing an intensive text on the treaty to remove all intermediate-range missiles from Europe, although "last-minute" problems remain.

The two negotiators, Mr Max Kampelman and Mr Yuri Vorontsov, had been engaged in intensive talks all day, hoping to resolve the final obstacles to the treaty.

US sources in Geneva said that everything was "looking good" and Mr Vorontsov expressed confidence that the 120-page treaty would be ready by next Monday. But the nagging final details were clearly causing enough of a problem to prevent the treaty from being wrapped up.

The principle issues at stake in the talks yesterday were the on-site inspection regime for verifying the INF treaty and the US demand that verification proceedings include the right to check on Soviet SS25 intercontinental ballistic missile production facilities to ensure that the medium-range SS20s were not being covertly manufactured.

Yesterday Mr Vorontsov said this was an "unnecessary demand" since the SS25, a new mobile ICBM, would be monitored under the next agreement, involving a 50 per cent cut in strategic missiles.

Mr Vorontsov, who is Deputy Foreign Minister and chief arms negotiator, also claimed that other last minute difficulties kept "popping up".

Argentine torture immunity law condemned

By Caroline Moorehead

A new law of "Due Obedience", granting immunity to all military torturers during the 1976-82 repression from the rank of full colonel down who could claim that they were simply following orders, poses a grave threat to human rights in Argentina, according to statements made by Amnesty International today.

The comments come on the same day as the publication of a detailed report on the 1985 trial of Argentina's former military rulers — an event widely regarded as a landmark in modern Latin American history as being the only time leading government figures who presided over gross human rights abuses have been brought to account.

In 1976, a three-man junta led by General Jorge Rafael Videla brought military dictatorship to Argentina. Anyone suspected of "subversion" could be held indefinitely.

The tactic the military soon came to prefer was to make people "disappear". In seven years a known 8,960 people — and undoubtedly many more — were never seen again.

When the third military junta, under General Galtieri, was brought down, one of the first moves of President Alfonsín was to make good his election promise to set up a National Commission on Disappeared People. Within months of the publication of its report, *Nunca Mas*, "Never Again", 200,000 copies had

From Philip Jacobson
Marseilles

Over at the Chez Marins pizza restaurant in the fourth district of this rough-and-tumble city, there is still talk occasionally about the day the former owner was shot dead at one of his own tables.

It was at the height of what became known locally as the "lemonade war", a bloody affair of heavy calibre revolvers and shotguns, of daylight ambushes by professional hitmen.

At stake was *la limonade*, the invigorating profits which the Marseilles underworld enjoyed from nightclubs, prostitution and protection rackets. The late Marius Lasrayvill, although a member of one of the old-established criminal clans, found things getting a

bit too rough for his taste and had put the pizza place up for sale with a view to heading for calmer waters in the US. As his car cruised recall it, *le patron* had observed, only half in jest: "Let's hope someone buys it before I do."

A good half-a-dozen gangsters of M. Lasrayvill's acquaintance were to meet equally sudden ends before hostilities gradually subsided around the beginning of last year. The word in the *milieu* (underworld) was that some exceptionally ruthless younger types had succeeded in mauling their way in on the "lemonade" business.

In Marseilles today, as the violent crime associated with the city's alarming traffic in hard drugs continues to rise, it is not hard to find people who

frankly preferred the bad old days. "This had always been a tough city, always had a terrible image outside for crime and corruption," observed one elderly resident.

The hold which this new breed of criminals now has on *The French Connection* city was illustrated not long ago when an Italian judge from Palermo wished to exchange information with French mag-

istrates investigating a Mafia heroin network with links to Marseilles. Although clearly a man of courage, Judge Giovanni Falcone sensibly sought and received assurances of protection during his visit from the chief of police, M. Georges N'Guyen Van Loc.

This rugged Vietnamese-born officer knows all about the *milieu*, old and new, and remains manifestly unimpressed.

Jean-Baptiste Acquaviva, a member of the outlawed Corsican nationalist movement who has been in hiding since being convicted in his absence of an attack on a police station in 1983, was killed on Sunday night during an attack on an isolated Corsican farm (Susan MacDonald writes from Paris).

According to the farmer, M. Fernand Roussel, a hooded man forced his way into the farmhouse and had lifted his rifle by the barrel to strike the farmer with the butt when it went off, killing Acquaviva instantly. Yesterday, a communiqué from the organization praised Acquaviva and accused the farmer of having killed one of their leaders.

Socialists' party is banned by Warsaw

From Our Correspondent, Warsaw

The Polish Government yesterday declared illegal a new Socialist Party formed by opposition activists, saying its activities "will not be tolerated." The Government spokesman, Mr Jerzy Urban, told his weekly press conference that the new party, whose formation was announced on Sunday, "will be treated as one of the illegal groups".

Mr Urban's remarks came after police broke up a press conference on Monday evening called by the new party. They detained 25 people, including 16 opposition ac-

Mr Lech Walesa and nine other leaders of the outlawed Solidarity trade union, which opposed the Government's announcement of proposed price increases for next year. He dismissed it as a statement by "an unserious group".

Solidarity said the proposed price rises, which would increase the average cost-of-living by 40 per cent, would drive many people into poverty and lead to "dramatic events".

Solidarity urged its supporters to be prepared to defend living standards and support workers' pay demands. Price rises led to unrest in Poland in 1956, 1970 and 1980.

The price rises, with increases averaging 110 per cent for basic foodstuffs, are to be approved by voters after a referendum on November 29.

Meanwhile, members of the Socialist Party said all 16 activists detained in the police raid on a Warsaw flat were released late on Monday night after being questioned and held for several hours.

Before raiding the press conference, more than two dozen policemen surrounded the building and cut off the electricity, but the opposition activists continued the meeting by candlelight.

The police then knocked repeatedly for about 15 minutes, before breaking down the door and rushing into the flat.

The diplomat was released at the scene after about 45 minutes, but the journalists and party members were all taken in unmarked police cars to Warsaw's main police headquarters.

The Western journalists were questioned briefly about why they had come to the flat and were released after spending about two hours at the police station.

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Mr Raymond Nakachian displaying the shorn pigtail of his daughter to journalists yesterday at a press conference in the family's Costa Del Sol home at which the child's distraught mother, the singer "Princess" Kimera, appeared briefly.

Fresh threats to kidnapped child

From Harry Debelius, Estepona, Spain

The kidnapers of Melodie Nakachian, the five-year-old daughter of the Korean opera and pop singer, Princess Kimera, threatened to stop giving the child liquids as from yesterday and her father said here at a pre-dawn press conference that he would commit suicide in the presence of journalists if the girl is seriously harmed.

"Papa, why don't you pay?" pleaded Melodie in a tape recording sent by her abductors to the family, copies of which were distributed to journalists here yesterday. The child's plaintive voice continued, in Spanish with an occasional lapse into French: "If you don't pay, they say I'll be dead."

Mr Raymond Nakachian, who was known as Raymond Nash when he was expelled

from Britain in the 1960s after his association with the renegade Peter Rachman, claimed at the news conference at his Costa Del Sol home yesterday that the gang which kidnapped his daughter eight days earlier, while she was on her way to school, are threatening to starve her to death.

That comment was amended later in the day by a communiqué from a family spokesman which said: "Her kidnappers have threatened to stop giving her anything to drink as of today."

Mr Nakachian showed journalists two photographs of his daughter sent by the kidnappers and a lock of her hair. In the second photograph, received after midnight on Monday, one of the girl's pigtails had obviously been

cut off and her face was visibly more drawn than in the photo taken several days earlier.

Mr Nakachian claimed that he does not have the \$13 million (£7.3 million) which the kidnappers are demanding for the release of his daughter.

The tape recording of the child's desperate appeal for her parents to come and get her was released, according to a family spokesman, in the hope that it might encourage someone to volunteer a clue. "Any information which can be offered might save Melodie," the communiqué said.

"Papa, mamma, I'm very sad," the little girl cried in the recording. "I want to see the little boy (her brother Amir, 3). I love you mamma, I love you papa, I love my little brother. Please come and get me. I want to go home."

Yesterday was the deadline set by the abductors for payment of the ransom. However, the latest threat indicated that they may be willing to wait longer. Since last Tuesday Mr Nakachian has been contacted several times by telephone by someone calling himself "Oscar" who relays the kidnappers' demands.

In the latest photograph of Melodie, she is wearing the same clothes she wore when she was seized by hooded gunmen on November 6. However, the newspaper she is holding is a more recent one than that date.

The Nakachians' huge new white villa, in a sub-tropical garden of about one acre, surrounded by a high fieldstone wall, was occupied only about 11 months ago and is called "Villa Melodie".

Last-minute rush for deal on Gibraltar airport

From Richard Wigg, Madrid

Senior British and Spanish officials are to hold a previously unscheduled meeting in London next Monday in a final effort to hammer out an agreement for joint use of Gibraltar's airport.

That would permit the two countries' foreign ministers to endorse at least a limited

agreement when they meet a few days later in Madrid.

Sir Geoffrey Howe, the Foreign Secretary, said on Gibraltar television on Monday night that he believed an agreement would be possible. He said that Britain's aim was to step up the use of the airport to benefit both Gibraltar and Spain. But he emphasised that the formula being

considered would not affect the sovereignty issue.

Britain and Spain are now under considerable pressure to reach some agreement to permit the EEC transport ministers to go ahead on December 7 with air transport liberalization proposals stymied last June.

● GIBRALTAR: Sir Joshua Hassan, Gibraltar's Chief

Minister, said yesterday that his Government would consider ways in which better and more profitable use could be made of the airport, although he was firmly against making any concession on sovereignty (Dominique Searle writes). He added that he did not want an agreement to be reached over the heads of Gibraltar's elected members.

Italian government crisis

Weary Gorla tries again

From Roger Boyes, Rome

Signor Giovanni Gorla, who resigned as Italian Prime Minister last weekend, was authorized yesterday to put together a new Government to end the present political crisis as quickly as possible.

President Cossiga, who cancelled his state visit to Britain because of the crisis, has been consulting almost every party to see if Signor Gorla's coalition can be revived. Political sources say that there are good chances of success and a government could be found by the end of the week.

Signor Gorla yesterday began soundings among the four parties — the Socialists, the Republicans, the Social Democrats and the Liberals — who governed alongside the Christian Democrats. The Liberals pulled the carpet out from underneath Signor Gorla

last week, saying that they had been ignored in the drafting of a revised budget for 1988. They will thus have to be shepherded back into the government line-up.

If necessary, however, Signor Gorla could govern without the Liberals who represent only 2.1 per cent of the vote. The thrust of his present talks — which will last until tomorrow — is to see whether the Socialists, the second largest party in a potential government, would accept a four-party coalition excluding the Liberals.

Both the President and the caretaker Prime Minister want to patch up the crisis as quickly as possible. A long hesitation — such as the five-month pause without government earlier this year — would sap international confidence

in Italy. And the problems awaiting a new government are indeed huge.

The Socialists want some measure of agreement on new nuclear laws before the coalition is formed — otherwise arguments will rend the Government again.

Signor Gorla, at 44, the youngest former Prime Minister in Italy, looked weary beyond his years yesterday. The received political view in Rome is that the government collapse was somehow engineered by his own Christian Democratic Party which is anxious to get rid of him.

This is a somewhat Machiavellian analysis, but it may well be correct. It is certainly true that his position has been eroded, and the prospects for the survival of his second Government are not rosy.

Guerrillas 'kill five children'

From Jan Raath, Harare

Rebels of the Mozambique National Resistance (Renamo) were said yesterday to have backed five children to death and mutilated another seven after abducting 20 pupils at a school in south-eastern Zimbabwe.

There was no immediate official confirmation of the grisly incident, but sources in the Chingwe area said it happened on the Jersey tea estate on the Mozambique border about 10 miles east of Chingwe town.

The sources said an unknown number of Renamo men armed with pangas and axes arrived at the estate's school at 2.00am and forced 20 children to return across the border with them.

Five of the children were released inside Mozambique but ran into the advance guard of the rebel group on their return and were hacked to death, the sources said.

Later the rebels released another seven children, but only after cutting off their ears. The children returned to Zimbabwe and were taken to hospital, the sources said.

"It's typical of Renamo terror tactics," said one source. "Mutilations are their version of a political message to Zimbabweans."

Another child managed to escape and arrived at the tea estate yesterday with severe axe and panga wounds and was taken by Zimbabwe Air Force helicopter to hospital in Harare, the sources said.

Zimbabwean army units launched follow-up operations into Mozambique soon after being told of the incident.

Unrest in Kenya

Police detain 47 from university

From Alastair Matheson, Nairobi

At least 47 students from Nairobi University were still in custody yesterday when calm returned to the city after the indefinite closure of the campus and the banning of the student union.

Only a few academic staff and some foreign students were seen on the premises yesterday, after local newspapers featured vivid photographs of the riot squad in action on Monday against students.

This is the 17th time that the university has been closed because of disturbances since it was founded in 1970. After the abortive coup of 1982 it was closed for a year.

Forty students are under arrest in addition to the seven leaders of the now banned Students Organization of Nairobi University, whose detention on Sunday started the violence.

President Moi said he was seriously considering charging fees at universities to instil responsibility in students. He said: "Instead of respecting their parents or their nation, the university students group themselves together with the Boers who want to destroy the black man."

He did not elaborate on this reference to Afrikaners, but he has been attributing much of the external criticism of Kenya to agents of apartheid. He recently called Amnesty International an agent of the South African Government and ordered the expulsion of seven American missionaries, alleging that they had been involved in a coup plot hatched by the Ku Klux Klan in the US.

to protect the interests of South Africa.

After investigating the allegations the US State Department dismissed them as "patently absurd". The Washington clarification, issued here yesterday by the US Embassy, came just in time to damp down anti-American feelings which were being aroused by the startling "revelations" that the obscure Foscoe Church in Boone, North Carolina, was master-minding the destabilization of Kenya, Tanzania, Zambia and Zimbabwe, because their governments strongly opposed white supremacy in South Africa.

Despite church denials, the Kenyan Government apparently believed the allegations and deported the church's missionaries the day before the story was published.

President Moi then warned Kenyans to beware of foreign saboteurs coming "disguised as missionaries and development workers" to cause trouble. Vice-President Mwai Kibaki yesterday condemned "the evil machinations" of the Foscoe Church.

● Journalist beaten: A Swiss journalist, Mr Patrick Moser, was in hospital yesterday with a suspected concussion, a broken nose and a perforated eardrum after being beaten around the head with a rifle butt by police (AP reports).

Mr Moser, aged 30, a correspondent for United Press International, was one of four Western journalists attacked by police on Sunday as they tried to cover the student riot.

Syrians set Beirut after

Egypt firmly

Elegant Raisa's fails to cut a class

Assad's peacekeepers under fire

Syrians set for roundup in Beirut after soldiers killed

From Robert Fisk, west Beirut

The Syrian Army was last night reportedly preparing a series of house-to-house raids throughout west Beirut after two of its soldiers were coldly shot down and killed in a Muslim street yesterday by unidentified gunmen firing from a fast-moving car.

Their deaths were routine by Beirut standards, but politically devastating for the Syrians, who have never hitherto been attacked by gunmen in the streets — at least to anyone's certain knowledge — since their return to the city's western sector last January.

Officers of the Syrian "special forces", which are regarded with good reason as among the most ruthless of President Assad's armed forces, were last night meeting at their headquarters near the Beirut Rivage Hotel on the seashore in a mood of considerable anger.

It was this same unit which dealt so devastating and savage a blow against the Muslim

extremists of the Syrian city of Hama in 1982, killing up to 20,000 people, and who shot down 30 Hezbollah "Party of God" militiamen and women in January in revenge at the mere humiliation of their soldiers a few days earlier.

What yesterday's shooting also marks, however, is the open outbreak of conflict between the Syrians and the groups responsible for the bombings at Beirut airport and the American University Hospital last week. Few doubt that these attacks were directed against Syria's "security plan" in west Beirut. Now this offensive appears to have been continued by the simple expedient of assaulting Syria's ground forces. The two young Syrian privates were walking across a street in the Zokak Blat district when they were approached by a white Peugeot car from which a man suddenly fired at them with an automatic rifle.

After their arrival last Janu-

ary, Syrian officers were ordered to "execute" those responsible for bombings and killings, a rule that was applied to the Druze militia rather than to Syria's own proxy Shia Muslim Amal militia allies.

But the Syrian intelligence services, with more than 2,000 plain-clothes operatives in west Beirut, has over the past 10 months so deeply penetrated the various armed political groups here that it is probably only a matter of time before they decide on the identity of yesterday's killers.

By coincidence, at least 40 Lebanese soldiers were arrested yesterday, or kidnapped, depending on which party told the tale, by Syrian troops at Madoun, 30 miles north of Beirut, after a still unexplained shooting incident at a Syrian checkpoint.

According to witnesses, and to the Christian Phalangist Voice of Lebanon radio station, Syrian soldiers had stopped a civilian car on the

road leading from the Phalangist-controlled area further south to their own sector of northern Lebanon.

Lebanese soldiers in the car reportedly refused to show their identity cards to the Syrians and one of them began to run from the vehicle. A Syrian soldier at the checkpoint then fired at the fleeing man, apparently wounding a Syrian colleague by mistake — after which Syrian troops arrested every Lebanese soldier in the area.

●SIDON: Palestinians and Lebanese launched joint peace patrols in south Lebanon yesterday to try to curb gun battles in which two people have been killed and 27 injured (Reuters reports).

Residents of Sidon said the two sides sent out the patrols after fighting subsided between Nasserite Sunni Muslims of the Popular Liberation Army (PLA) militia and Palestinians dug in around Ain al-Hilweh refugee camp.

Egypt firmly back in Arab fold

By Our Middle East Correspondent

The hoisting of the Saudi flag over the country's half-deserted embassy in Cairo yesterday symbolized the final return of Egypt to the ranks of the Arab nations, from which it had been so swiftly and contemptuously expelled eight years ago.

Eight Arab countries have now publicly acknowledged what all had privately admitted almost from the day of Cairo's expulsion from the Arab League: that despite its Camp David peace treaty with Israel, Egypt remains potentially the most powerful and politically the most influential nation in the Arab world, now that the Gulf states are threatened by Iran.

Bahrain had re-established diplomatic relations with Egypt earlier on Monday, and the Egyptian flag was raised over the Egyptian Embassy in Manama at a special ceremony yesterday. King Fahd of Saudi Arabia personally ordered the resumption of relations with Cairo in support of "Arab solidarity". This, needless to say, had little to do with solidarity against the Arabs' traditional Israeli enemies.

Mr Ali Hassan Shaer, the Saudi Information Minister, hinted as much in a statement in which he announced that the renewed diplomatic links were prompted by "the unity of aspirations and views in the face of the machinations of evil and aggression menacing the very existence of the Arab world".

Cut down to its sub-stratum of truth, this particular statement means that the Arab Gulf states are now so frightened of Tehran that they need the friendship of the one Arab state with the manpower to flood soldiers into the Gulf War frontlines if the Iranians appear likely to overrun the

Iraqi Army. It matters not the slightest now that the Israeli flag also flies above the Israeli Embassy in Cairo. For what the Egyptians might be forgiven for asking, was President Sadat murdered?

Last night Mauritania joined the list of Arab countries resuming relations with Cairo, while Sheikh Saad al-Sabah, the Kuwaiti Crown Prince and Prime Minister, demanded the re-admission of Egypt to the Arab League.

Kuwait, Iraq, Morocco, North Yemen and the United Arab Emirates have also re-opened relations with Cairo during the past week.

Bahrain's own need for

powerful allies against Iran was emphasized in a Foreign Ministry statement issued in Manama which explained the close links which should be re-forged with Cairo on the grounds that the Arab world "now more than ever before requires collective action in a spirit of brotherly co-operation to repulse the dangers that beset it...". The dangers, of course, are conceived to be Iranian.

The Egyptians have welcomed the sudden, but not entirely unexpected, warmth with which they have now been invited to re-enter what the Arabs still like to call the "Arab fold". Whenever Egypt's manpower is needed, the Arabs traditionally reduce their contempt for the economic malaise and bureaucratic chaos of Cairo and praise the nation's role in the history of the region and of Islam.

Dr Atef Sidki, the Egyptian Prime Minister, has described the re-opening of relations as "Egypt's return to its natural place in Arab ranks and the return of the Arab world to Egypt".

Captured rebel in hospital



A military policeman carrying a dextrose drip leads Mr Juanito Rivera, the suspected vice-chairman of the banned Philippines Communist Party who is suffering from pneumonia, to a military hospital in Manila yesterday.

The Philippines military will file rebellion charges this week against Mr Rivera, who was captured on Sunday in Tarlac province north of Manila (AFP reports). He was earlier charged with illegal possession of firearms, a constabulary spokesman said.

Colonel Virgilio Saldaña, a military prosecutor, presented Mr Rivera to the press yesterday at the suburban constabulary headquarters, where he was brought for medical treatment.

Mr Rivera refused to answer any questions and was visibly weak. He was captured while recovering from bronchopneumonia at his mother's house, where several firearms were found during the raid on Sunday.

Military physicians at the Camp Crame hospital, where Mr Rivera was brought for treatment after his capture, said that his condition had improved.

The official Philippines News Agency said that Mr Rivera had revealed Communist Party plans to mount large-scale operations in Manila and central Luzon, Cagayan Valley and Ilocos, north of the capital.

The agency reported that he had disclosed the plans in Camp Aquino, in Tarlac, where he was first brought, but said military authorities withheld details.

President Aquino commended military officials for arresting Mr Rivera, the second high-ranking leader of the 18-year-old communist insurgency to be captured since she came to power in February 1986. The alleged chairman of the party, Mr Rodolfo Salas, has been under arrest since September 1986.

America at a loss for words

From Michael Binyon Washington

If a crisis erupts in the Gulf, Central America, or any of the world's hot spots over the weekend, the State Department will have no comment for the world's media.

Instead, a caretaker informs journalists that "because of budget cuts we no longer have a duty officer to handle press inquiries". Nor is any spokesman available after 11pm, or during holidays.

The State Department had nothing to say for two days about President Ortega's recent speech to the Organization of American States, or the dismissal of Mr Boris Yeltsin in Moscow.

In American embassies around the world, the situation is far worse. Diplomats have had to cut back on their travel, entertainment and language training. Many have been ordered to accommodate visitors in their homes.

In some countries, entire embassies are to be shut. US consulates are being closed in Edinburgh, Bremen, Turin and 10 other regional centres.

The number of consular officers has also been cut.

"It is painful to see the disastrous effect budgetary cuts are having on our capacity to conduct foreign relations," Mr George Shultz, the Secretary of State, wrote in a recent impassioned denunciation of the latest congressional swathe through the State Department.

Resource constraints are dictating an American withdrawal from world leadership. This is totally at odds with our military, moral and economic standing in the world, and it seriously threatens our security."

He said the department's budget had fallen 24 per cent over three years, from \$22.7 billion (£13 billion) in 1985 to \$17.2 billion (£9.9 million) this coming year — with the reduction even more severe if inflation is taken into account.

Mr Shultz now faces the prospect of having to sack 1,200 State Department employees. The savagery of the cuts is unprecedented, and morale in the US diplomatic service has fallen to a record low.

Americans are becoming the new paupers of the diplomatic circuit. In Tokyo, where entertaining is an essential part of business life, they are reimbursed at the rate of \$6.50 (£3.73) for each guest at a buffet dinner. Unless they pay themselves, many can no longer leave the capital.

Mr Shultz finds all this especially galling at a time when he believes US personnel and programmes were contributing to a world-wide resurgence of democracy.

By ironic contrast, the Soviet Union is opening new consulates, increasingly attending conferences, training more diplomats in rare languages, and making its presence more visible and more professional around the world.

The budget deficit is mainly to blame for the State Department cuts. But the Administration, especially the conservatives, have never been sympathetic to the State Department, believing it staffed by liberals.

Congress has also trumpeted reports of State Department waste, of scandals involving former US ambassadors, and of diplomatic blunders, to justify its financial strictures. Mr Shultz's pleas on Capitol Hill for money to do his job have been dismissed as crying wolf.

"The real issue is not over a few dollars saved here or there. Rather it has to do with our ability and willingness to continue to shoulder the burdens of world leadership," he said last week.

But for the foreseeable future diplomacy will have to yield to austerity.

Gurkhas' £1½m gold is seized

Calcutta (Reuters) — Indian police have seized 90lbs of gold worth more than £500,000 from 60 British Army Gurkhas from Hong Kong, customs officials said yesterday.

The soldiers, all Nepali citizens, were detained when customs officers, acting on a tip-off, raided a chartered plane which had stopped to refuel while on a flight from Hong Kong to Kathmandu.

The soldiers were allowed to continue to Kathmandu, and a spokesman for British High Commission here said it was seeking advice from London before discussing the matter with the Indian Government.

The Soviet First Lady

Elegant Raisa's high style fails to cut a dash at home

From Christopher Walker, Moscow

Over lunch one of the smoother new breed of Kremlin officials told American journalists recently that Mr Mikhail Gorbachev's elegant and increasingly controversial wife, Raisa, was one of those pushing hardest for the Soviet leader's stay in the US next month to be extended beyond the three days set aside for the summit meeting.

It was characteristic of the contrast in Mrs Gorbachev's image at home (where she is widely resented) and abroad (where she is seen as a shining example of changes in Soviet life) that while the official described her motive as being to maximize her husband's skills as a communicator, a Russian woman to whom I told the story responded cynically: "She just wants more time to go shopping."

Although many Soviet citizens still remain proud of the sartorial dash that the Kremlin's First Lady can cut in the West, a growing number are angered by her high profile, her alleged influence in the Kremlin and her expensively tailored appearance.

"She is acting like the wife of a Tsar or a western style First Lady, it is not something we approve of," explained a Moscow intellectual who nevertheless approves of Mrs Gorbachev's liberal approach to the arts. "Whereas your media see her way of dressing and behaving as elegant, many of us prefer the term 'vulgar' to describe such showiness in public."

underground video was circulating in Moscow lampooning her extravagant taste.

More recently, at the height of the damaging Yeltsin affair, a new spate of rumours began circulating suggesting that one of the targets of the now disgraced Kremlin reformer in his speech to the Central Committee of the Communist Party on October 21 was the extravagant style adopted by Mrs Gorbachev, her husband's constant companion on his trips at home and abroad. The rumour mill, oiled by the Kremlin's obsessive secrecy, even managed to match her 1986 summer holiday with the suggestion that she had been the victim of an assassination attempt, and this year's family sojourn near the Black Sea to equally fictitious accounts about how she had suffered a near fatal appendix operation.

As well as her influence behind the scenes, Mrs Gorbachev — who speaks enough English to allow her at least some small talk with Mrs Nancy Reagan — also holds a seat on the Presidium of the 134-member Soviet Cultural Fund, and in that role has been a driving force against conservatives dismayed by the liberalization which has

encouraged a new flowering of the Soviet arts.

Like opponents of her husband, who accuse him of upsetting long-standing Communist Party practice in his drive to modernize the country, Raisa's critics say she is out of step with traditional Soviet values. Among Soviet women, the majority of whom appear unimpressed by her efforts to boost their generally lowly role in society, there is also a high degree of envy.

Although by Western standards, Mrs Gorbachev's public appearances are remarkably few and far between, they have to be measured against a past in which most Soviet citizens were uncertain that Mr Gorbachev's mentor, the late Yuri Andropov, actually had a wife until she appeared as a widow at his funeral.

Since Ekaterina Furtseva's brief spell as Culture Minister during the Khrushchev era in the early 1960s, there has not been a single woman member of the ruling Politburo, reflecting the male chauvinism that runs so deep in Soviet society. The only female member of the current Politburo is Mrs Alexandra Biryukova, the Central Committee Secretary for social, labour and women's affairs whose self-effacing, old-fashioned approach to public life is the very opposite of Mrs Gorbachev's.

There was genuine shock among those Soviet citizens who discovered that during Mr Gorbachev's visit to India giant posters of Raisa appeared alongside those of her husband.

Mrs Gorbachev is always treated with traditional reverence by the Kremlin authorities, and to a sparse, four-line official biography. It describes her as a former sociology professor and the mother of one child. In fact her daughter, Irina, was born in 1956.

No date or even place of birth are mentioned, giving rise to more rumours, including the frequent suggestion that like the *émigré* ballet dancer Rudolph Nureyev, her family may have come from the Bashkir republic in the Urals. Mrs Gorbachev, who was born in 1934, appeared to dispel this when she spoke to reporters at the Red Square Parade on November 7. Asked where she was from, she replied with her disarming smile: "I am a Russian — my homeland is Russia."



Mrs Gorbachev: Facing wide resentment at home

Man in the News

Stakes are high for Wright

From Christopher Thomas, Washington

Last Friday Mr Jim Wright, Democratic Speaker of the House of Representatives, thrust himself into a vital area of American foreign policy, undercutting a carefully laid White House political strategy and sending the Reagan Administration into a towering rage.

"I don't answer to the White House or the State Department, I don't need their permission," he said. For almost a week he acted as though he were Secretary of State. Diplomats and leaders trudged in and out of his large Capitol Hill office while the Administration looked on from afar, bewildered and completely shut out.

It was the Speaker's boldest move since he took office 11 months ago. His attempt to set up peace negotiations to end the six-year civil war in Nicaragua is part of a drive to emerge from the long shadow of Mr "Tip" O'Neill, his larger-than-life predecessor, who was 10 years in the post. It is a high-stakes manoeuvre; his reputation and credibility are at stake.

Some fellow-Democrats worry that Mr Wright may be going too far. Some feel that he is trying to appeal more to the liberal wing of the party by undermining Mr Reagan's policies. Many Republicans

distrust him. Mr David Stockman, the former Budget Director, called him a "snake oil vendor," a title that persists among Republican members of Congress who regard him as a demagogue.

He was a wild-eyed liberal when he was a member of the Texas legislature, but over the years has become more conservative and cautious. In private he is combative and has a fiery temper. Publicly, he speaks in flowery language that sounds like a poor imitation of Churchill, whom he frequently quotes.

There is an air of amazement on Capitol Hill that he has embarked on such a bold, even reckless, political venture. It is out of character. The Washington Post headlined a leading article: "What is Jim Wright doing?" It commented: "Mr Wright appears to have gone way over the line that separates opposition from interference."

Administration officials find him immensely difficult to deal with. The acrimony between the Speaker and the President is personal and deep. The relationship historically is one of the critical power connections in Washington, and serious tensions in it can damage the process of government.

The dispute is not just a personality clash. It represents a fundamental disagreement between the executive and legislative branches over control of foreign policy.

The friction comes at a particularly sensitive time of critical budget negotiations between Congress and the White House. Administration officials complain that the Speaker is refusing to participate directly in the talks until the two sides have got close to a firm compromise.

Officials are also annoyed that he refuses to be fobbed off with aides at the White House. He insists on talking directly to the President.

A senior White House official let it be known that Mr Reagan regarded the Speaker as egotistical and untrustworthy, someone who wrongly thought of himself as a political co-equal.

Mr Wright knew he was infuriating Mr Reagan by escorting President Reagan's arch-enemy, President Ortega, all over Capitol Hill.

He plans to travel to Costa Rica on December 1 to continue the push for peace talks. He is determined to cut off the Contras' aid lifeline. And he knows that there is probably nothing Mr Reagan can do to stop him.

Death toll up

Lerum, Sweden (Reuters) — The death toll from Monday's train crash in western Sweden rose to 10 and rescuers fear there may still be bodies trapped in the wreckage.

Drugs success

Dammam, Saudi Arabia (Reuters) — Saudi Arabia, which has reported executing at least six drug dealers since July, has cut drug trafficking by nearly 40 per cent, an official said.

Tenor surgery

Seattle (Reuters) — The Spanish operatic tenor José Carreras had a bone marrow transplant here in his battle against leukemia.

Flying start

Vienna (AP) — Thieves made off with \$500,000 from the baggage compartment of a Tyrolean Airways plane at Innsbruck airport as it taxied for take-off.

'Nazi' in care

Buenos Aires (Reuters) — The alleged Nazi war criminal Josef Schwamberger, aged 72, who was arrested last Friday, is under medical observation for a heart condition in prison.

Spotlight flickers on Amazon frontier

From Mac Margolis, Manaus, Brazil

Almost every day, sometimes several times a day, the lights go out somewhere in this outsize town on the Amazon river. Like many cities in Brazil's new Amazon, Manaus (population, 1 million) has grown too big, too fast, as pioneer settlers, ranchers and industrialists pour in from the south. Today, power cuts are a flickering emblem of this unruly frontier progress.

Senhor Amazonino Mendes, the governor of the power-starved state of Amazonas, knows the problem only too well. "Manaus is on the brink of an energy collapse," he said in an interview.

To attend the voracious energy demands of all the newcomers and cure the state of its multi-million dollars a year habit of burning diesel oil, the Government has puzzled over all sorts of elaborate schemes, from stoking generators with the jungle's wood to distilling fuel from biomass

(vegetable matter). But the most ambitious and extravagant plan of all is Balbina, a colossal \$700 million (£390 million) hydro-electric station, 90 miles north of here, on the Uatumã river, a lazy Amazon tributary.

The 250-megawatt power station will boost Manaus's growing industrial belt and save state coffers half a billion dollars (£280 million) a year in imported oil for the ageing thermo-electric generators. Yet, ever since the Brazilian power company, Eletronorte, dreamed up Balbina more than 15 years ago, the project has come under fire from scientists, environmentalists and leading political figures.

Critics say Balbina will produce too little energy at too high a cost, pose a dire threat to the eco-system, and further disrupt the lives of an already endangered Indian tribe.

The dam on the Uatumã, a sluggish river running over a



flat plain, will eventually flood a 938-square-mile swathe of forest, an area larger than the island of Mauritius, to produce only 250 megawatts.

The reservoir is the size of the one behind the Tucuruí dam in the central Amazon, with a potential of 8,000 megawatts. Where Tucuruí's energy will cost about \$2.05 (£1.15) a kilowatt, Balbina's power will be much dearer: \$4.80 (£2.69) a kilowatt.

Ecologists say that the vast, shallow lake — when filled a year from now, it will be only

deforestation contract five years ago.

"Energy has its price," Senhor Mauricio Coelho, a spokesman for Eletronorte, said. "All I can say is that we have taken all the necessary precautions."

"Balbina is madness, an irreversible error," rebutted Senhor Mendes in a recent interview, noting that the dam that was to have solved Manaus's energy problems will barely provide half the city's needs when the power comes on grid in October, 1988.

Others are harsher. Senhor Herbert Schubert, Director of the Institute for Amazonian Research, has branded it a "disaster" and Senhor Paulo Nogueira Netto, former head of the government Environmental Protection Department, called it the "worst error ever committed in Amazonia."

"We must continue the search for alternative solutions," said Senhor Mendes.

SPECTRUM

Delays possible until 1992



Border red tape, clogging the movement of goods and people, should be swept aside with EEC unity in five years' time. As

Richard Owen and George Hill found, it will not be too soon

Part 3: Removing the barriers

Jeanette Oppenheim is a Danish lawyer and Euro MP who is fond of lecturing transport organizations on the need to bring down trade barriers and frontier controls.

Earlier this year Barsøe, a Danish haulage company, challenged her to ride in the cab with one of their lorry drivers. She accepted, and in the course of carrying a cargo of Danish hams to France — she uncovered a tale of inefficiency and corruption which drivers along the route assured her was an everyday occurrence.

Her experience also serves to highlight the broader restraints on the movement of goods and people which, it is hoped, will come to an end in 1992.

Oppenheim learnt that trucking companies are given only a limited number of "EEC licences", allowing them to trade between EEC states. In the absence of such a licence, the driver has to obtain a bilateral (in this case Danish-German) transit certificate, which at the Denmark-Germany border took 90 minutes.

She also discovered that EEC licences do not carry specific lorry or load numbers, therefore they are re-used: truck drivers put them into a cardboard box at a petrol station just over the border, where drivers going back to Denmark pick them up.

She says there were no problems between Germany and Holland or between Holland and Belgium — "we just waved cheerfully to the customs as we drove slowly past". The problems began on the Belgian-French border, and the real obstructionism was from French officials.

Truckers have to have a

licence to drive in France, but when Niels Erik Joergensen, the driver, produced his licence, French officials claimed it was a fake. The officials wanted a "special fee" of 5,000 frs (about £300). He offered 1,000 frs. The bargaining went on for several hours, until a Belgian truck came through with the same licence and the demand for cash was dropped.

Dutch drivers told Oppenheim that the custom of paying a fee had arisen through truckers bribing officials to queue-jump. "It was one of the purest examples of corruption I have ever seen," she said.

The next stop was a health

It was one of the purest examples of corruption I have seen

inspection station at Rungis, near Paris, where animal produce imports are examined by private veterinary inspectors on behalf of the authorities. The Danish truck arrived at 7 pm but was not looked at until 11.30, when the inspector refused to clear the consignment on the grounds that some hams had fallen to the floor.

The driver protested that the entire truck was sanitized and had not been opened since leaving Denmark, but he was told that the truck would have to turn back unless certain "difficulties" were resolved. They waited until 4.30 in the morning in the cab and were refused by the inspector, who said they could continue if he

was given a ham, allegedly for "sanitary control".

Truckers told Oppenheim that this kind of behaviour was usual in the southern EEC states — and France. She argues that the introduction of the single administrative document (SAD) on January 1, 1988 — a simplified, standard import-export form — will ease matters, driver Joergensen, whose journey from Denmark to France and back eventually took six days, believes that a Europe without frontiers is just pie in the sky.

He may well have found an ally in Georges Heylans, a football coach whose attempt to move from the Belgian to the French first division involved a lengthy detour via the European Court. As with goods, so with people: paperwork blocked the path.

It might be thought that paper qualifications would be the least of the imperatives in hiring a football coach; certainly Lille, the French side who tempted Heylans away from Anderlecht, thought so.

But the French sports ministry said that while his diploma might qualify him to coach to first division standard in Belgium, it gave him only third division status in France.

Heylans took his case to the European Court, which upheld his appeal earlier this year — that process in itself took two years, though Heylans was allowed to work for Lille in the meantime.

In theory, the EEC permitted free movement of labour years ago. Painfully slow-moving negotiations are under way to ensure that job qualifications should in general gain recognition from one end of the Community to the other by 1992. Heylans's success in court shows that the process has already made

some strides. But national protective instincts die hard, whatever international idealism may command.

Slow progress towards Community-wide acceptance of qualifications is partly because of protectionism, and partly because of genuine differences between national practice. The rules of football are the same everywhere, and a surgeon looking for an appendix will find it in much the same place in Lisbon or in London. But the law governing house purchase, or the safeguards covering the marketing of a unit trust, differ considerably.

The creators of the Treaty of Rome saw that transferability

of skills was not only an element in the freedom of the individual within a unified market, but was also a crucial factor in enabling such a market to operate freely.

The change could not happen until there was sufficient mutual trust about the basic standard of qualifications. When a directive covering doctors was under discussion years ago, there were undertones of chauvinistic doubt about foreign standards, but EEC doctors' qualifications have been fully accepted for 10 years now, and none of the initial fears have been realized.

It is very different with the law. A general directive on lawyers has been drafted but it is still at least a year away from being approved — after which a flurry of national legislation will be required. Legal systems vary so much that a "topping-up" procedure will often be necessary.

It is in the area of financial services, which will be needed more and more as cross-frontier commercial bargaining, collaboration, company-founding, merging, take-over bidding and risk-covering gathers pace, that opportunities for British workers, with the vast experience gained in recent years, are probably richest of all.



Closed door policy: Jeanette Oppenheim's first-hand view of European life in the slow lane

No barriers to terrorism

Police see many problems in the 1992 deadline to remove internal borders

O nly days after two spectacular examples of European co-operation in fighting international terrorism, arms smuggling and drugs trafficking, the senior law enforcement officers from 11 European countries assembled in Brussels last week provided a poor prospect for the future joint-policing of the Community.

The impounding in France of the Panamanian coaster Eksund, loaded with arms and explosives for the IRA, and the record haul of cocaine in Rotterdam after an operation involving British, Dutch, French and German customs officers, were hailed as triumphs of international liaison.

But the co-operation did little to ease the concern of senior British and European police officers over the future security of their countries in 1992, the deadline set for the removal of internal borders in Europe. "I was shocked by the deep division that existed between the police forces and appalled that the politicians were certain the barriers would go in 1992, although no one seemed to have thought the problem through," says Inspector Peter Tanner, general secretary of the Police Federation of England and Wales.

His concern, which was shared by Denmark, is centred on French insistence, backed by West Germany and the Benelux countries, that borders should be scrapped. European citizens issued with identity cards and, over time, a European police force established to make arrests in any of the 12 member states. The principle is to imitate the US system, where states police themselves unless a federal law is violated, in which case the FBI takes over the case.

Such a system is backed by some terrorist experts, including Major-General Richard Clutterbuck, who is "optimistic" that European firearms, currently the most tightly regulated in Europe, and will be vulnerable to the spread of rabies, illegal immigration and drug smuggling. One problem particular to the UK is the concern over a mandatory issue of identification cards.

Under the proposed directives, British authorities will still be able to make spot checks on international points of entry into the country, such as airports and ports, but the Channel Tunnel will be considered a land crossing.

Home Office, Foreign Office and other Whitehall officials all say that Britain is in favour of "harmonization", but emphasize that there will be "no relaxing of firearms controls", "physical checkpoints at frontiers remain" and that "no government will countenance the implementation of ID cards".

'I was shocked by the divisions between forces'

There are fears that Britain will lose its ability to control the flow of

firearms, currently the most tightly regulated in Europe, and will be vulnerable to the spread of rabies, illegal immigration and drug smuggling. One problem particular to the UK is the concern over a mandatory issue of identification cards.

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Nicholas Beeston

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Listen, isn't that a Danish mower?

Technical standards lie at the heart of European industry. Entire economies have used them as a shield with which to protect themselves. As the EEC Commission's 1992 manifesto laments, differences between them increase costs, discourage business co-operation and hold up the creation of a proper common market for industrial products.

They are no accidental historical problem — rather, in some countries, they have replaced the old quotas and tariffs.

The Germans are by far the best defensive fighters. Their industries have a world-wide reputation for excellence which is sustained by a complex set of demanding quality standards, imposed by the redoubtable German Standards Institute (DIN).

Many DIN standards are incorporated in law. The result is that German companies are often unable to buy suitable foreign products because they do not comply with carefully contrived DIN requirements.

Such protective strategies have kept the Commission and the European Court of Justice busy. Noisy foreign lawn-mowers have been warned off the Danish turf, Cassis de Dijon was excluded from German shops as an offence against liquor standards and foreign beer was also outlawed in Germany under a medieval purity law. German dustbin collectors have even been known to strike when asked to handle French dustbins.

Britain is infinitely more amateur. Machine tool safety

Laws that barred foreign beer and banished French dustbins are on their way out

standards, for example, depend on assessments made during occasional, unpredictable visits by the factory inspectorate. The British Standards Institute is efficient, but most of its standards are not compulsory. There are similar flexibilities in France, where only 2 per cent of more than 12,000 standards are obligatory.

Faced with these national differences, the Commission has produced a comprehensive standards strategy. This has two main elements — preventing new technical barriers and harmonizing existing requirements. The Commission has ordered member states to give notification of any proposed new regulations. Almost 300 have been identified 124 of which have had to be amended.

The Commission's approach is to combine the difficult process of imposing common standards with the mutual recognition of existing

regulations. On health and safety, for instance, there will be broad requirements entitling a product to free movement within the market. Full technical definition of standards will be given to one of three appropriate EEC authorities.

Other technical standards for industrial products will be harmonized but, during what could be very long negotiations, the guiding principle will be the mutual acceptance of national standards, testing and certification. Certain sectors, including construction and foodstuffs, are being given special attention and the Commission will consult consumers and workers.

Within the new technologies, common standards are seen as a heaven-sent means of welding together the Community's business and official computer systems.

The result, for UK industries should be satisfactory. Strong protectionist bastions, such as the German market, will be opened up. Standardization in areas formerly reserved for ad hoc judgements by the factory inspectorate will be supported... and consumers will be better protected.

Furthermore there will be no nasty, sudden surprises. Brussels is producing a steady flow of detailed standardization decisions, but each is the result of long negotiation. Every British firm should have ample warning through its association of the trade journal, of any significant changes.

John Raven

By contrast with Germany, Britain is infinitely more amateur

TOMORROW

No Roman holiday: how the Italians have outstripped Britain and Germany

CONCISE CROSSWORD NO 1416

ACROSS
1 Subordinate position (4,4)
5 Hooker's support (4)
9 Crusader foe (7)
10 Bury (5)
11 Relieve, reduce (5)
12 Stocking material (5)
13 Pedalless cycle (5)
15 Lunar shape (5)
16 Syringe (5)
18 Gist (5)
20 Fortified (5)
21 Emphasis (7)
23 Shorten suit (4)
24 Stale, sluggish (8)

DOWN
1 Massachusetts capital (6)
2 Lear's youngest daughter (8)
3 Dry (wines) (3)
4 Clayhanger novelist (6)
6 Job charge (4)
7 Provide on large scale (6)
8 Place of concealment (4,4)
11 Forefather (8)
14 Sofia state (8)
15 Bet placer (6)
17 Secra (6)
19 Capable (4)
22 Cigarette (3)

SOLUTION TO NO 1415
ACROSS: 1 Aftaid 5 Primps 8 Rue 9 Senate 10 Trauma 11 Skua 12 Seabird 14 Hector Berlioz 17 Altruist 19 Gums 21 Apache 23 Elated 24 Aim 25 Perilous 26 Enlist
DOWN: 2 Frank 3 Alibi 4 Dresser 5 Petra 6 IBA 7 Pimento 8 Holy Grail 15 Eclipse 16 Extreme 18 Ideal 20 Meets 22 Car

The Issue

This offer for sale forms part of an issue of a total of 220,000,000 Units with New Warrants, comprising:

- the UK Offer, described in this document and the full prospectus, of 101,000,000 Units with New Warrants at a price of 350p per Unit;
- a French Offer of 101,000,000 Units with New Warrants, at a price of FRF35 per Unit; and
- an International Placing of 18,000,000 Units with New Warrants, at a price of 175p plus FRF17.50 per Unit.

The prices per Unit in the French Offer and the International Placing represent the approximate equivalents on 12th November, 1987 of the price per Unit in the UK Offer.

Preference will be given in respect of a maximum of 2,400,000 Units with New Warrants (1.1 per cent. of the issue, and 2.4 per cent. of the UK Offer before any variation as mentioned below) to applications received on preferential application forms relating to the UK Offer from Eurotunnel personnel, as described in the full prospectus.

As part of the underwriting arrangements, certain institutional investors and their investment clients will be allocated Units with New Warrants (not exceeding in aggregate 23 per cent. of the issue, or 50 per cent. of the UK Offer before any variation as mentioned below) on a priority basis. The remaining Units with New Warrants comprised in the UK Offer are being offered to the public.

Each Unit comprises one share in Eurotunnel P.L.C. ("EPLC") and one share in Eurotunnel S.A. ("ESA"). There will be issued with each Unit an EPLC warrant and an ESA warrant twinned to constitute a New Warrant. EPLC and ESA shares and these warrants will be listed and dealt in only in the forms of Units and New Warrants. The New Warrants may be traded separately from the Units at any time after the issue. New Warrants will be exercisable only in integral multiples of ten. Initially, every ten New Warrants will entitle the holder to subscribe one Unit at a price of 230p plus FRF23 between 15th November, 1990 and 15th November, 1992. The number of Units obtainable on exercise of ten New Warrants is, however, subject to adjustment as set out in the section headed "Description of the New Warrants" of the full prospectus.

Arrangements have been made which may result in the number of Units with New Warrants comprised in the UK Offer being increased or decreased, the size of the French Offer and/or the International Placing being adjusted accordingly. These arrangements are summarised in the section headed "Issue arrangements" of the full prospectus.

Eurotunnel P.L.C.

Eurotunnel S.A.

Offer for Sale

of 101,000,000 Units with New Warrants at a price of 350p per Unit
by

Robert Fleming & Co. Limited Morgan Grenfell & Co. Limited S. G. Warburg & Co. Ltd.
underwritten jointly with
County NatWest Limited Samuel Montagu & Co. Limited

A Unit comprises one share in Eurotunnel P.L.C. and one share in Eurotunnel S.A.

Application has been made to the Council of The Stock Exchange, London and to the Commission des Opérations de Bourse, Paris for all of the shares in Eurotunnel P.L.C. and in Eurotunnel S.A. (in the form of Units). Issued and to be issued pursuant to the issue, and the New Warrants to be admitted to the Official List and La Cote Officielle. Dealings in the shares on both The Stock Exchange and the Bourse will be in the form of Units. The New Warrants will be separately listed and dealt in.

In applying for Units with New Warrants, you will be treated as applying both on the terms and conditions set out below and on the basis of the full prospectus dated 16th November, 1987 comprising listing particulars relating to Eurotunnel P.L.C. and Eurotunnel S.A., which together govern your rights and obligations. Copies of the full prospectus are available at UK branches of National Westminster Bank PLC, Midland Bank plc, Bank of Scotland and Ulster Bank Limited. If you need advice, you should consult your bank manager, stockbroker, solicitor, accountant or other professional adviser.

You are advised to read the full prospectus before completing and returning an application form.

No person receiving a copy of this document and/or an application form in any territory other than the UK may treat the same as constituting an invitation to him or her, nor should he or she in any event use such application form, unless in the relevant territory such an invitation could lawfully be made to him or her without compliance with any unfilled registration or other legal requirements. It is the responsibility of any person outside the UK receiving a copy of this document and/or an application form and wishing to make an application hereunder to satisfy himself or herself as to full observance of the laws of the relevant territory in connection therewith, including the obtaining of any governmental or other consents or the compliance with other necessary formalities, and to pay any transfer or other taxes requiring to be paid in such territory in respect of the Units with New Warrants acquired by him or her under the UK Offer.

Travel privileges

Individuals who continue to hold Units personally acquired by them under the UK Offer will be entitled, upon payment (with effect from the year of opening of the Eurotunnel System) of a registration fee expected to be approximately £10 (at July 1987 prices) per year, and provided that specified conditions are satisfied, to make the following numbers of trips on Eurotunnel shuttles at a nominal charge for each one-way journey of £1 or 10 French francs per vehicle:

Number of Units personally purchased and held	
100	One return shuttle trip to be taken within 12 months of the System opening
500	One return shuttle trip per year for the first ten years of operation
1,000	Two return shuttle trips per year until the end of the Concession period in 2042
1,500	An unlimited number of shuttle trips until the end of the Concession period

Further information concerning these arrangements and a summary of the conditions which must be satisfied before the privileges can be claimed are set out in the section headed "Travel privileges" of the full prospectus.

Applications and allocations

Applications must be received in accordance with the instructions set out below. The right is reserved to reject, in whole or in part, any application. Once made, applications may not be withdrawn.

The application list will open at 10.00 a.m. (London time) on 27th November, 1987 and may be closed at any time thereafter. The basis of allocation of Units with New Warrants is expected to be announced on Monday, 30th November, 1987.

If you are successful, in whole or in part, you will be sent renounceable letters of acceptance for the Units with New Warrants allocated to you. If there is heavy demand, you may receive fewer Units with New Warrants than you applied for or, in some cases, none at all. If your application is not accepted, all money paid on application will be returned (without interest). If your application is accepted in part, you will receive (without interest) a refund cheque in respect of the balance of the money paid on application.

Renounceable letters of acceptance are expected to be sent to successful applicants on Wednesday, 9th December, 1987. It is expected that dealings in the Units and the New Warrants on The Stock Exchange and the Bourse, Paris will commence on Thursday, 10th December, 1987.

Terms and conditions of application under the UK Offer

- The contracts created by the acceptance of applications under the UK Offer will be conditional upon (i) the Council of The Stock Exchange agreeing not later than 15th December, 1987 to admit all the Units and the New Warrants issued, and to be issued under the issue, to the Official List, (ii) the Commission des Opérations de Bourse deciding not later than 15th December, 1987 to admit all the Units and the New Warrants issued, and to be issued under the issue, to La Cote Officielle on the Bourse, and (iii) the provisions relating to termination of the UK Offer for sale agreement, the French Underwriting Agreement and the International Subscription Agreement referred to in section 13 under the heading "Further information" in the Prospectus (as defined below) not being implemented. Application moneys will be returned (without interest) if any of these conditions is not satisfied and, in the meantime, if presented for payment, will be retained by the receiving banks in separate accounts.
- Except where the context otherwise requires, terms defined in the full prospectus relating to the UK Offer dated 16th November, 1987, comprising listing particulars regarding EPLC and ESA (the "Prospectus"), bear the meaning given in the Prospectus in these terms and conditions of the application form.
- Shares of 40p each in EPLC, shares of FRF 10 each in ESA and New Warrants issued pursuant to applications received under the UK Offer will be registered in the names of successful applicants or persons in whose favour renounceable letters of acceptance are duly renounced, free of registration fees, provided that, in cases of renunciation, letters of acceptance (duly completed in accordance with the instructions therein) are lodged for registration not later than 3.00 p.m. (London time) on 22nd January 1988.
- The right is reserved to reject in whole or in part or to scale down any application received under the UK Offer including, without limitation, multiple or suspected multiple applications and to present for payment any cheques or banker's drafts received. If any application is not accepted in whole or in part or is scaled down, the application

moneys or, as the case may be, the balance of those moneys will be returned (without interest) by posting to the first-named applicant the cheque or banker's draft accompanying the application or a crossed cheque in favour of the applicant or applicants.

- The right is reserved to treat any application received as valid and binding on an applicant or applicants even if the application form is not complete in all respects or is not accompanied by a power of attorney, where required.
- If you are an individual eligible for travel privileges, or if you are applying on behalf of a named child under 18 years of age, EPLC will, in consideration of your making payment for the Units with New Warrants for which your application is accepted, make available the entitlement to travel privileges on the terms and conditions set out in the section entitled "Travel privileges" in the Prospectus. If you do not complete the box on the application form relating to the UK Offer claiming travel privileges, you will not be entitled to any travel privileges.
- By completing and delivering an application form relating to the UK Offer, you:
 - offer to purchase from any one or more of the UK Issuing Houses that number of EPLC shares and that number of ESA shares as represents the number of Units (each with one New Warrant) specified in your application form (or any smaller number for which the application is accepted) at the price per Unit indicated in the application form, subject to the Prospectus, these terms and conditions and, in due course, the memorandum and articles of association of EPLC and the status of ESA and the terms and conditions of the New Warrants set out in the relevant warrant instrument/board resolution,
 - authorise National Westminster Bank PLC and Midland Bank plc (together, the "Receiving Banks") and each of them, on behalf of the UK Issuing Houses to send a renounceable letter of acceptance representing the number of Units with New Warrants for which your application is accepted and, where appropriate, a crossed cheque for any money returnable, or the cheque or banker's draft accompanying the application, by post to your address as set out in your application form and to procure that your name, together with the name or names of

any other joint applicant or applicants, is or are placed on the registers of members of EPLC and of ESA in respect of such Units and New Warrants as comprise Units and New Warrants the rights to which have not been duly renounced, and in these terms and conditions references to rights being duly renounced mean the renouncee(s) being registered by a Receiving Bank in relation to such rights.

- agree that, as a collateral contract between you and the UK Issuing Houses effective upon receipt by a Receiving Bank of your application, and in consideration of the UK Issuing Houses agreeing not to offer for sale any Units or New Warrants prior to 16th December, 1987 other than pursuant to the issue, your application may not be revoked until after 15th December, 1987,
- agree that, in respect of those Units and New Warrants for which your application has been received and processed and is not rejected, acceptance of your application shall be constituted, at the election of the UK Issuing Houses, either by notification to the Stock Exchange of the basis of allocation (in which case such acceptance shall be on that basis) or by notification of such acceptance to a Receiving Bank,
- authorise National Westminster Bank PLC to enter into such arrangements as it may think fit with Bank Indosuez, the receiving bank for the French Offer, whether before or after the issue shall have become unconditional, with a view to ensuring that ESA receives sufficient funds in French francs to permit the shares to be issued by it under the UK Offer to be duly issued in accordance with French law,
- warrant that your remittance will be honoured on first presentation,
- agree that any letter of acceptance and any moneys returnable to you may be retained pending clearance of your remittance,
- if you complete the box on the application form relating to the UK Offer claiming travel privileges, warrant that you are eligible to do so as set out in the section entitled "Travel privileges" in the Prospectus.

(ix) agree that all documents in connection with the travel privileges may be posted at the risk of the person entitled thereto to the address set out in the relevant application form, or such other address as may from time to time be recorded in the register of members of EPLC.

(x) agree that, without prejudice to any other rights to which you may be entitled, you will not be able to exercise any remedy of rescission for innocent misrepresentation at any time after acceptance of your application.

(xi) agree that all applications, acceptances of applications and contracts relating to the UK Offer will be governed by and construed in accordance with English law and agree to submit to the jurisdiction of the English courts,

(xii) agree that time shall be of the essence of the contract constituted by the acceptance of your application,

(xiii) warrant that, if you sign the application form on behalf of somebody else or on behalf of a corporation, you have due authority so to do,

(xiv) warrant that you are not a United States person (as defined in paragraph 2 of the section entitled "Applications and allocations" of the Prospectus) and that you are not applying on behalf of such a person, and

(xv) confirm that in making your application you are not relying on any information or representation relating to Eurotunnel, the UK Offer or the issue other than the information and representations contained in the Prospectus, or in the mini prospectus published in connection with the UK Offer when taken together with the Prospectus, and you accordingly agree that no person responsible for the Prospectus or the mini prospectus or any part of either of them will have any liability for any such other information or representation.

8 All documents, banker's drafts and cheques sent by post by any of the UK Issuing Houses or any Receiving Bank will be sent at the risk of the person or persons entitled thereto.

Photocopies of this application form will not be accepted in any circumstances.

How to apply under the UK Offer

- Put in Box 1 of the application form (in figures) the number of Units with New Warrants for which you are applying. You may only apply for one of the numbers of Units with New Warrants indicated below.

Number of Units with New Warrants for which you are applying	Amount payable	Number of Units with New Warrants for which you are applying	Amount payable
100	£350	750	£2,625
200	£700	1,000	£3,500
300	£1,050	1,250	£4,375
400	£1,400	1,500	£5,250
500	£1,750	2,000	£7,000

Above 2,000 Units with New Warrants, applications must be in the following denominations:

Applications	Multiples of
2,000 to 10,000	Units with New Warrants 1,000
over 10,000	Units with New Warrants 10,000

- Using the column headed "Amount payable" in the table above, put in Box 2 of the application form (in figures) the amount payable.

- Sign the application form in Box 3 and date it. The application form may be signed by someone else on your behalf if he or she is authorised to do so. An agent should enclose the power of attorney appointing him (unless he is a Selling Agent, Financial Intermediary or UK Clearing Bank (as defined in the Prospectus)) and should state the capacity in which he signs.

A corporation must sign under the hand of a duly authorised official whose name and representative capacity must be stated.

- If you are an individual and wish to claim travel privileges write "YES" in Box 4 of the application form. If you do not write "YES" in Box 4 you will not be entitled to any travel privileges. Please read the section of the Prospectus entitled "Travel privileges" before completing the box. If you are a joint applicant you should read [7] below.

- Put in Box 5 your full name and address in block capitals. Only one application should be made for the benefit of any person.

Applications may only be made by persons over 18. However, a parent, grandparent or guardian of a child under 18 may apply for the benefit of that child. Not more than one application may be made for the benefit of a particular child. To apply for the benefit of a child, you should put your own name in Box 5 and, after your surname, write "a/c" followed by the full name of the child and the child's date of birth. Applying for one or more children will not prevent you from making a single application for your own benefit. The right is reserved to reject multiple or suspected multiple applications.

- Put in Box 6 where indicated a cheque or banker's draft for the amount you have entered in Box 2. The cheque must be made payable to "Eurotunnel UK Offer" and crossed "Not negotiable". A separate cheque or banker's draft must accompany each application.

The payment must relate solely to this application. No receipt will be issued.

The cheque or banker's draft must be drawn in pounds sterling on an account of a branch of a bank in the UK, the Channel Islands or the Isle of Man and must bear a UK bank sort code number in the top right hand corner. If you do not have a cheque account, you can obtain a cheque or banker's draft from your building society, your bank or a third party, in which case you should print your full name(s) and address on the back of the cheque or banker's draft.

An application may be accompanied by a cheque drawn by someone other than the applicant(s) or by banker's draft, but any moneys returned will be sent by cheque crossed "Not negotiable—a/c payee only" in favour of the applicant(s).

- Joint applications. You may apply jointly with up to three other people, provided each applicant is aged 18 or over. They should complete and sign Box 7. The first-named of two joint holders will, during his lifetime, be eligible for the travel privileges. However, if more than two persons apply jointly, none of them will qualify for travel privileges.

Anyone signing on behalf of any joint applicant(s) should follow the instructions for agents in [3] above.

Instructions for the return of your application form

Send your completed application form, together with a cheque or banker's draft for payment, by post (or deliver it by hand) to arrive not later than 10.00 a.m. on Friday, 27th November, 1987 at the appropriate address immediately below according to the first letter of your surname (or corporate name) inserted in Box 5.

A to L National Westminster Bank PLC,
New Issues Department,
PO Box 79, 2 Princes Street,
London EC2P 2BD

M to Z Midland Bank plc,
Stock Exchange Services Department,
Mariner House, Pepys Street,
London EC3N 4DA

You should use FIRST CLASS post and allow at least two days for delivery. Or take this form by hand by 3.30 p.m. on Thursday, 26th November, 1987 to any of the additional receiving centres listed on the back of the application form in the mini prospectus and the full prospectus.



Application form

Before completing this form, you should read carefully the notes opposite.

To Robert Fleming & Co. Limited, Morgan Grenfell & Co. Limited, S. G. Warburg & Co. Ltd., Eurotunnel P.L.C. and Eurotunnel S.A.

I/we offer to purchase Units with New Warrants on and subject to the terms and conditions set out in the full prospectus dated 16th November, 1987 relating to the UK Offer, comprising listing particulars regarding EPLC and ESA (the "Prospectus"), at a price of 350p per Unit (with one New Warrant attached).

and I/we attach a cheque or banker's draft for the amount payable of £

Signature Date 1987

If you wish to receive travel privileges and are an individual eligible for travel privileges or are applying on behalf of a child, write "YES" in the box. If you do not write "YES" in the box, you will not be entitled to any travel privileges. Details are set out in the section in the Prospectus entitled "Travel privileges".

Please use block capitals Sole or First Joint Applicant

Mr., Mrs., Miss, Ms or title Forename(s) in full Surname Address Postcode

Pin here a cheque or banker's draft for the amount in Box 2, payable to "Eurotunnel UK Offer" and crossed "Not negotiable"

JOINT APPLICANTS Insert below the names of the other joint applicants in BLOCK CAPITALS who must sign in the right hand column. Travel privileges will not be available if there are more than two applicants.

I/we join in this application and give the declarations set out above

Mr., Mrs., Miss, Ms or title	Forename(s) in full	Surname	Signature
2nd joint applicant			
3rd joint applicant			
4th joint applicant			

FOR OFFICIAL USE ONLY

Those claiming commission (or reallowance of commission) should stamp both boxes applicable to them

Stamp of person claiming commission and VAT reg. no.	Stamp of other intermediary claiming reallowance of commission and VAT reg. no.
(if not registered for VAT, put "none")	(if not registered for VAT, put "none")
Acceptance no.	Units accepted
Commissions calculated	Commissions calculated

THE TIMES DIARY

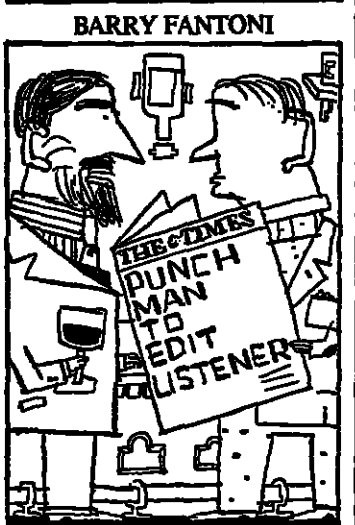
Here's to Health

DHSS ministers are priding themselves on general hairy-chestedness and stamina as MPs examine the division lists to see who stayed up all night for last Wednesday's contentious filibustering Felixstowe Dock and Railway Bill. At 6.33am Edwin Currie, Michael Portillo and Nicholas Scott from the opposition and Castle paraded through the lobby after more than 14 hours' debate while the environment ministers were absent. Nicholas Ridley, William Waldegrave and Michael Howard, who might have been expected to stay up all night for the private bill since it was in their department's remit, were apparently getting some shut-eye. Even the Prime Minister, who unofficially sanctioned the bill, expected to bring additional prosperity to the Suffolk seaport, fielded Archie Hamilton, Ian Gow and Michael Alison, her present and past PPSs, at the same unearthy hour, along with the local Westminster MP and chairman of the party, Peter Brooke.

One man who has endeared himself to his Labour parliamentary colleagues, although not his party whip, is new recruit Graham Allen. The Nottingham MP has been hailed over the coals by Derek Foster and his deputy Don Dixon after he complained loudly about the "public school pranks" that cost the Commons a day's business - including a debate on the proposed British Airways-BCal merger - over the Felixstowe bill. In true school tradition, I am sad to say, Allen appeared cowed by the experience, as he refused to divulge what form his kicking-off took.

Moss bros

Something odd has happened to three magnificent sculptures outside Chiswick House, west London's finest 18th century ancestral home. Following a vigorous wash and brush up by English Heritage, John Rysbrack's portraits of Palladio, Inigo Jones and Flaminio have lost the mossy patina they have acquired over two centuries. The Friends of Chiswick House have already received worried inquiries from members and I understand, even some English Heritage officials have privately expressed concern. "It's desecration," one Rysbrack fan told me yesterday. John Fidler, Heritage's regional architect, who says that moss can be harmful to statues, denies that the masterpieces were sandblasted. "We used an air, water and abrasive mixture to British Standard 6270, part one." Critics suggest that a little brush and de-ionized water would have been more appropriate.



Barry Fantoni

Flawed

Ruling wets among the Young Conservatives were plotting to install Norman Fowler as their president have been given a nasty turn. Someone has pointed out that Fowler, Employment Secretary and the only remaining drippy Cabinet member not to have held the post, was the right-wing Adam Smith Institute's Man of the Year in 1981 when, as Transport Secretary, he busted the National Bus Company's inter-city monopoly. Since the YCs' emerging right wing might seize on that fact and proclaim his appointment as a victory for them, the group's moderates may yet settle for a junior minister such as Chris Patten, currently in charge of overseas aid, when the post comes up in March.

A musical "Santa bear" now on sale boasts an unusual repertoire, according to its box. By squeezing its feet the Taiwan-made toy will play 18 Christmas tunes including Jingle Bells, Rudolph the Red-nosed Reindeer, Silent Night and Little Town in Birmingham.

Under a cloud

Not content with blockading fine English lamb and pouring Spanish wine down the drain, France's militant farmers are turning their attention to mushrooms as Riviera growers of delicious local cepes fight against an influx from Italy. The Italians, they claim, have an unfair advantage because they have "industrialized" picking and use refrigerated lorries. Feelings are running so high that vehicles importing the alien competition have had windcreens broken and tyres slashed. *Vive L'Esprit Européen.*

PHS

Sex victims twice over

John Spencer and Basil Markesinis urge wider anonymity laws for women not now protected

"There is only one argument for doing something, the rest are arguments for doing nothing." So F.M. Cornford cynically advised the young academic politician; but he has obviously had as much impact on the Civil Service. For how else can one explain the obstinate refusal of civil servants to allow their political masters to accept the proposal to extend the anonymity of rape victims to those who suffer other equally unpleasant sexual offences?

At present the law forbids the identity of a rape victim to be disclosed, but protection runs only from the time a man is charged. This allowed *The Sun* to publish a picture of the victim in the vicarage rape case, because the rapist had not yet been caught. A clause in the Criminal Justice Bill will put this right.

But this shows up something even odder. Anonymity applies only in cases of rape proper. Some of the vilest sexual offenders - the Cambridge rapist, for example - are less concerned to gratify their "natural" lusts than to degrade and hurt. Their acts amount to serious times, but not to the crime of rape. Thus whether the victims' privacy is protected depends on who penetrates whom,

with what, and where.

In the House of Lords on November 3, when Lord Meston moved an amendment to cure this anomaly, the government opposed it. The argument the minister used was our old friend, the Thin End of the Wedge. Sexual offences other than rape can be committed against people other than women, he said, and if the press was banned from identifying women who had been bugged or indecently assaulted, people would want a blanket ban on naming men and children who were victims too.

Part of this is wrong and the rest of it is silly. The press has for 50 years been forbidden to identify child victims, and it would be right, not wrong, if anonymity extended to male victims too.

The minister had another objection. In its 15th report on sexual offences the Criminal Law Revision Committee was opposed to extending the anonymity of complainants beyond the crime of rape. Their reason for this, however, was that it thought rape was

the only offence where fear of publicity actually prevented the victim coming forward. The victim's position was considered solely in so far as it helped or hindered bringing the criminal to justice. Never did it cross the committee's or any other official mind that it is necessary to protect the victim for the victim's sake.

Thus, surely, is the nub of the matter. The victim of a sexual offence has already had her body violated, and should not then have her privacy raped as well. For the criminal we do accept the need for privacy, and rightly. But unless his crime was rape it never becomes illegal to identify his adult victim however painful and embarrassing it may be for her.

Finally the minister raised the bogey of censorship. "In a system of open justice such as ours, it is important that details should not be withheld unless there are overriding reasons." But how is the administration of justice helped by newspapers printing not only every filthy detail of what the attacker did, but also the victim's

photograph, name and address? And how is the public elevated and improved by reading it? In these cases the public's interest to be informed should be neither unlimited nor unchecked.

The government is now trying to compromise with Lord Meston and is offering to extend anonymity to conspiracy to rape, and burglary with intent to rape: minimal change, which would add the fresh anomaly that a woman's privacy is protected where her home as well as her body is entered by a rapist, but not where the burglar is a sodomite or a devotee of oral sex.

Lord Meston's original proposal would help victims, cost nothing, and partly prevent the sufferings of the innocent being exploited as soft porn. Has this no appeal for a government which is publicly committed to helping the victims of crime, containing public expenditure and preserving public morality? Or did it find the Home Office's stonewalling script so funny that it simply couldn't bear to waste the lines?

John Spencer is a lecturer in law at Selwyn College, Cambridge. Basil Markesinis is Denning Professor of Comparative Law at London University.

In his final article, Robert Legvold considers the significance of Gorbachov's foreign policy rethink and warns against an over-sceptical response

Many in the West say the possibility that the Soviet Union is changing its foreign policy until foreign policy itself changes. In fact, more has changed than many have bothered to notice. Take, for example, arms control.

In November 1983, when Soviet negotiators walked out of the INF talks on reducing intermediate range nuclear weapons, the Soviet leaders' capacity for "new thinking" would surely have been judged on a readiness to solve the INF problem by accepting the maximum US position, to ameliorate the problem of fixed land-based ICBM vulnerability by halving the number of heavy Soviet missiles, and to resolve the problem of verification by accepting the principle of on-site inspection. Between October 1985 and March 1987, Gorbachov made each of these adjustments.

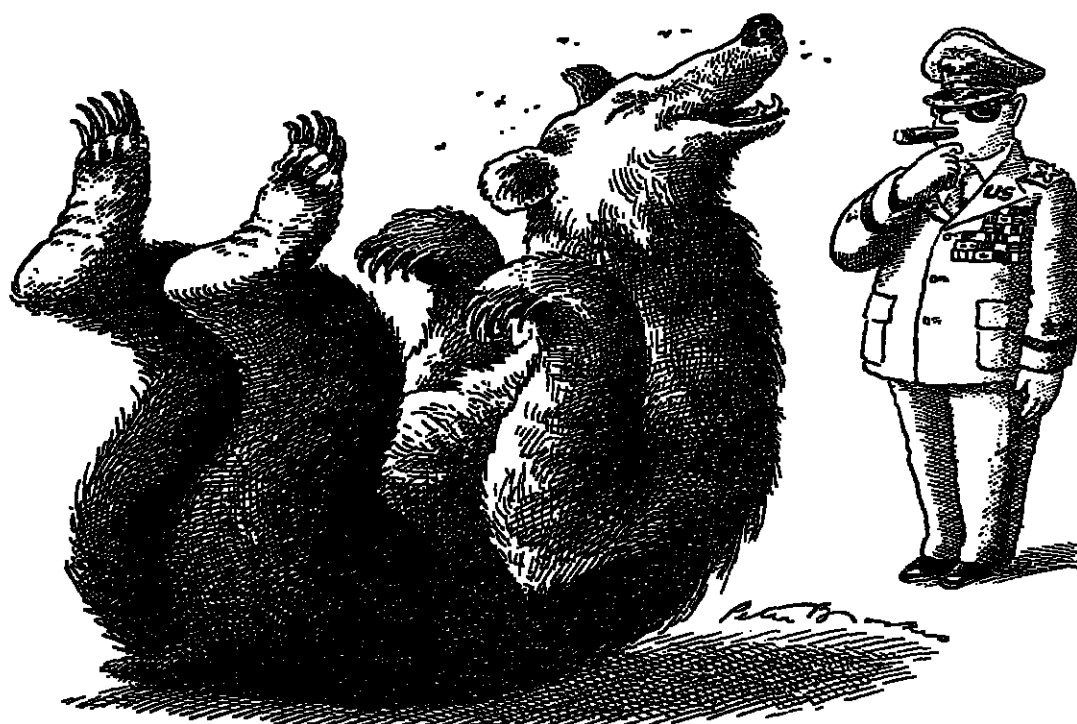
The Soviet appeal for observer status in GATT, participation in the last meeting of the economic organization of the Pacific Basin Community in November 1986 and its awakened interest in the International Monetary Fund represent another sharp modification of a long-standing position. It has given signs of willingness to join in the struggle against terrorism and of a more enlightened approach to the global problems of food and population.

Four possible explanations can be offered. First, the changes are principally an echo of the leadership's preoccupation with its home agenda. A breathing spell is needed and the dulcet tone is intended primarily to spare them the exigencies of a dangerous and demanding international environment. In that event, these apparent changes are not permanent.

A second explanation would largely attribute the shifts in policy to immediately intrinsic concerns. Thus, for example, Gorbachov's dramatic adjustments over arms control can be explained as primarily a response to the Reagan administration's defence programme, particularly SDI. Thirdly, Gorbachov might simply be impatient with the conduct of foreign policy during the Brezhnev era.

The fourth explanation originates in the considerable rethinking on many aspects of international affairs - from the utility of force to the nature of strategic stability, from the role of alliances to the underlying changes in a bipolar international order - within the Soviet foreign policy establishment over the last 15 years. The new ideas that took shape were the result of changing external realities, not because of domestic expediency, and, with or without Gorbachov, they are likely to continue to evolve and mature, although almost certainly not with the same force and vigour that he gives to them.

If there is a further melding of ideas and actions, important



Give the new Soviet line time to dig in

Soviet values are at stake. If the Soviet Union not merely flirts with the possibility of at last joining the IMF but alters domestic economic practices and institutions in order to be admitted, the reality of new concepts and their impact on behaviour will be more inescapable.

A simple but profound test of a new and modern approach to foreign policy would be for Moscow to bring candour and openness to the process. Openness does not mean laying bare the workings of the policy-making process but candour in discussing the issues involved. So far foreign policy is the one area to which *glasnost* has not been extended.

In one instance, however, the Soviets may already have begun to meet the rigorous test. In the security sphere, were one to look for an illustration of a shift in behaviour that indisputably signified altered values, it would be a transformation in the Soviet approach to the conventional military balance in Europe. It is one thing to reach an INF agreement with the United States on what are virtually American terms; it is another to begin undoing the threat of offensively-postured Soviet conventional forces in Central Europe. Were the Soviet Union to deprive its forces of the ability to hammer through Nato's

forward defences and rapidly envelop the rear, the significance of the change could not be denied.

The intriguing fact is that Soviet thinking, in some quarters, appears suddenly to be evolving in that direction. Within the last 12 months the Soviets seem to have started to wrestle with the issue - not merely reducing conventional forces within the existing structure of the military balance but altering their basic pattern of deployment.

In June 1986, the Warsaw Pact referred to the elimination of weapons particularly useful in surprise attack. A month later, during President Mitterrand's visit to Moscow, Gorbachov spoke of West European fears of conventional superiority and said: "Let us look at all of this in a new way. For those types of weapons in which the West has more, let it make the corresponding reductions, and for those in which we have more we will unhesitatingly eliminate this 'surplus'. In other words, let us look for balance at a lower level."

At the international forum in February 1987 he tied all these elements together and went one step beyond: "The most dangerous kinds of offensive weapons must be removed from the zone of contact."

If there is any explanation for a turn in Gorbachov's view on conventional forces, it would appear to be his realization that he cannot get the nuclear world he wants without coming to terms with the West's core security problem.

If Soviet leaders are seriously prepared to contemplate an arms control regime refashioning the military balance in Central Europe, this instance of new thinking would alone be of enduring significance. Should this come to pass it would be hard to argue that the "new thinking" was merely a device designed to secure the Soviet Union a momentary respite.

Inevitably, we in the West will apply ourselves to disputing the significance and value of these changes, conserving less energy for testing and probing the larger, slower-moving process of which they may be a part. To a degree, Gorbachov's new ideas represent his accommodation to the requirements of a changing international setting, but they are not utterly disconnected from the evolution of the West's own response to the same requirements.

How far and fast he is prepared to go will depend, in part, on Western governments. Sceptical Western leaders who start by doubting the prospect of any real change in Soviet perspectives, who expect unreasonable one-way Soviet concessions as proof of sincerity, and who themselves cling to unreconstructed notions of national security and the East-West contest, have it within their power to retard the Soviet Union's further adaptation.

The author is Director of the W. Averell Harriman Institute for the Advanced Study of the Soviet Union, Columbia University, New York. This article is an edited extract of a paper given to a recent meeting of the Institute of East-West Studies.

Woodrow Wyatt

With a friend like this...

Arthur Scargill is a romantic. Like Lenin he believes the working class can take power only if their self-appointed leaders seize it for them, eschewing the parliamentary process. The battle for socialism is going to be won in the workplace and on the streets of Britain - not within the cloistered atmosphere of Westminster," he ringingly declared at Tony Benn's Socialist Conference at Chesterfield last month.

Scargill despises the "new realism" in the Labour Party whose origins "can indeed be traced back to Gaitskill and Ramsay MacDonald and even as far back as the original class collaborator, Judas Iscariot". He scorns *Marxism Today*, promoter of the new realism, as too far to the right, willing to compromise with Mrs Thatcher and to woo the electorate with promises indistinguishable from hers. For him that is the coward's way. The hero's role is "to fight back, and at the heart of that fight must be industrial action and mass resistance to the machinery of the state, and to its legislation".

At Chesterfield he cursed Neil Kinnock for failing to support the National Union of Mineworkers' 1984 strike. "The Labour Party leadership should have been at the fore in the miners' fight... it should have co-ordinated throughout the Movement the fight against Murdoch at Wapping."

Kinnock gets no thanks for his refusal to recognize the breakaway Union of Democratic Mineworkers, mainly composed of miners who went on strike, which cost him many votes in the Midlands last June, or for boycotting Wapping newspapers. Kinnock is still castigated for his "betrayal of socialist principles" in not voting for Benn as deputy leader of the Labour Party in 1981 - "it is impossible to overstate the impact his election... would have had on the party itself".

Scargill is more the enemy of Kinnock than he is of Mrs Thatcher, who according to him resolutely and understandably fights her side of the class war against a Kinnock who has fled the battlefield. Scargill is an unreconstructed revolutionary who will not allow his convictions to be tampered with either by the advancing prosperity and changed expectations of the masses or by electoral expediency.

To conduct his war he must have an army. Hence his decision to stand for re-election as president of the NUM at a pithead ballot on January 22. This has taken his enemies in the NUM by surprise because, lacking a vote on the executive, he was not obliged, under the Trade Union Act, 1984, to stand for re-election. As well as scattering his enemies before they can overpower him he pre-empted the new bill going through Parliament which includes a provision that union officers like himself must stand for election every five years with a secret home postal ballot in place of the pithead ballot, often manipulated, that is still permitted by law. (The government should ensure that its new bill will provide that union officials elected by workplace or pithead ballots must stand for re-election by secret home postal ballots within a year of the passing of the new Act.)

However, it is quite possible that Scargill could win a home postal ballot; and very likely that he will win in January. There may

be some credible and valiant NUM official who will wait until nearer December 14, the last date for nominations, and seek to ambush Scargill by announcing himself as a candidate, but that would not leave him much time for campaigning. There may be other candidates, but they could split the anti-Scargill vote, giving him victory on first preferences under the transferable vote system in use.

Scargill still has considerable support among NUM members. Redundancies and the arrival of the UDM have reduced the proportion of moderates in the NUM, which now has fewer than 100,000 members (though this will not lose the NUM its seat on the TUC because subscriptions, unlikely to be returned by the TUC, will be paid by the NUM as if it had 100,000 qualifying members). There is even a theory that NUM members will vote for Scargill in the hope that he will make more trouble, leading to the closure of the particular pit where they work and trigger welcome redundancy payments of up to £35,000 until April 1988, when it is planned to reduce these by £5,000.

Many miners see Scargill as Hereward the Wake fighting last-ditch battles against the alien Normans. They love his oratory, they believe his exaggerations, they trust his sincerity. Nothing puts his devotees off. The overtime ban has almost collapsed, having initially lost NUM members around £6 million in pay. Scargill's refusal to negotiate with British Coal has meant that last Friday UDM members got a rise of between £5 and £7 a week, while NUM members got nothing. Sir Robert Haslam, chairman of British Coal, is adamant that NUM members will receive no pay increase until the overtime ban is ended, and there will be no back payment.

The faithful do not realize that Scargill's prophecies of pit closures are largely validated by his forcing British Coal to close pits through his intransigence. Nor do his ardent adherents accept that the 1984 strike was a mistake. Scargill believes with Lenin that strikes are never a failure. Strikes heighten the consciousness of the working classes that the class struggle exists. They identify revolutionary-minded supporters and the weaklings, enabling the former to be cultivated and the latter to be victimized. In Scargill's eyes the supreme purpose of a union is to destroy the capitalist system, and the temporary or permanent inconvenience of its members is of secondary importance.

Sir Robert Haslam has complained that he cannot establish a rapport with Scargill: nor could any other chairman of British Coal unless it were Mr Benn. One outcome of Scargill's re-election would be to accelerate the slow drift to the UDM, which is now a real force. Another would be to identify a schizophrenic Mr Kinnock with the new strikes and overtime bans which Scargill surely intends over flexible working and any other issue which occurs to him. NUM members now having forgotten the bogus issue of the disciplinary code. In all this there is little to trouble Mrs Thatcher or the nation, and Scargill may be unable to prevent British Coal becoming profitable and suitable for a privatization that would inflame him to a glorious new display.

however... Paul Jennings

A bucket of barbed wire

I do not envy Dr Uri Zernik. As attentive readers of this paper will know, he is developing a computer, called Rina, which will pass the Turing test of artificial intelligence, being so sophisticated that a man (presumably blind) conversing with it could not tell he "was not talking to a human being".

Because of the "dynamic lexicon" built into it, once the phrase "bury the hatchet" had been explained, Rina, from saying that in 1977 Israel and Egypt "buried a knife under the ground" moved to "they terminated the conflict". But it (she? Surely Rina is a female human being) can apparently simply not see the point of the commonly used phrase "kick the bucket".

The story didn't say what Rina stands for (Remembering Idiots Newly Acquired? Regurgitator of Information Naively Adapted? Recorder, If Not Author?). But even simple home or office computers, let alone this one, tend to argue. They make you do things they will learn special languages with names like Forth, Basic, Hotel - sorry, Cobol - and Pascal.

Neither my seven-year-old grandson nor I (and I guess that covers most of us) have ever finished a game in which an awful little green aeroplane, flying in fits and starts, is going to crash if you don't quickly make the right decision, ask the right questions, etc. Before Eject, Bail Out, Crash Land, etc, I want to know if there is still an engine not on fire, if I can circle the airfield while I check damage and decide coolly, rationally, what to do next; but all it ever says in reply to these sensible queries is **LOADING ERROR**.

It's not difficult to imagine the sort of trouble that Dr Zernik is going to have with anything as sophisticated as this Rina:

Dr Z: After Doug buried the hatchet with his wife he kicked the bucket.

Rina: After Doug terminated the conflict with his wife he struck the galvanized iron water container with his foot.

Dr Z: OK, one thing at a time. He struck the bucket with his foot.

Rina: He struck the bucket with his foot. And you say that means he died? Why?

Dr Z: I do wish you wouldn't argue all the time. If you want to be as well as, as good company as an articulate man can be, you must try to kick the hatchet.

Rina: You want me to strike the nun's clothing with my foot?

Dr Z (patiently): Two things this time. To kick is to strike with the foot...

Rina: Left or right?

Dr Z: It doesn't matter, unless you are a footballer - (hastily), no let's not go into that, and a habit, as well as being clothing for a nun, or a monk for that matter...

Rina: So how can people tell the difference?

Dr Z: Well for one thing nuns don't have tonsures; maybe we'll get on to that tomorrow. A habit is also a way of going on, of behaving.

Rina: Doug kicked the bucket. He terminated. But why, for Pete's sake? A bad habit? And if he was dead how could he kick anything?

Dr Z (on the spur of the moment): He drank.

Rina: Ah, he had nine.

Dr Z: You mean one over the eight.

Rina: That is nine. Are you trying to extract the diminutive of Michael from me?

Dr Z: Not on your life.

Rina: My life, eh?

Dr Z: Any minute now, I'm afraid.

إلى من لا يصدق



1 Pennington Street, London, E1 9XN Telephone: 01-481-4100

BEYOND THE FARM GATE

The European Community's farm ministers are yet again meeting in Brussels to cope with a crisis in the Common Agricultural Policy. Despite all previous measures, the CAP regime is leading to excess production in many sectors and spending of more than one sixth above the 1987 budget. The talks are, as ever, conducted with a deviousness and dishonesty more suited to trading second-hand cars than deciding the economic future of the West.

For the farm ministers the argument is about differing national farming interests. At a Community level, there is the usual wrangle between the Brussels machine and the individual member states and between Mrs Thatcher and most others — over the total level of Community spending and the proportion devoted to the CAP.

M. Jacques Delors, the Commission President, wants Brussels to have more of its own resources. Mrs Thatcher is still determined to oppose this until the farm budget is under control.

It is not hard to distinguish the wood from these ancient trees. The CAP contains an inherent conflict between the three functions it has developed: to ensure the EEC feeds itself, to insulate farmers from wide year to year swings in prices and to guarantee a livelihood to small farmers.

Overproduction and overproduction can be cured simply by reducing guaranteed prices — without exposing farmers to the vagaries of the agricultural cycle. But if that happened, in general, Community small farmers, whose votes are more important than their output, would suffer. The problem will persist so long as output and price fluctuations are dealt with by the same regime as rural support.

Such thinking is not evident in this week's haggling. While agriculture ministers are

locked in their minutiae — vital as these are to the farmers themselves — it is more urgent than ever that the leaders of the Community should lift their sights higher. For these arcane wranglings are at the centre of the economic imbalances which now threaten to throw the world into recession.

Farm subsidies, at \$30 billion last year, form the biggest wholly unnecessary element in President Reagan's budget deficit. They are chiefly a response to farm protection and the dumping of surplus produce by the European Community. Along with farm protection in Japan and elsewhere, they are also a prime cause of the US trade deficit.

The United States is generally an efficient producer and natural exporter of food. Its legitimate ambitions have been so frustrated by protection abroad — principally in the EEC — that it has instead been caught up in the worldwide net of subsidy and protection.

Washington has proposed an end to all subsidies by the end of the century in the current Gatt multilateral trade negotiations. Unless the European Community broadly agrees, it can exert little moral argument against waves of protectionist Bills in the US Congress. It is no longer possible to combine systematic protection for agriculture with open trade in manufactured goods, as Germany might like. The Community must choose.

Britain's strong voice against rising agricultural subsidy and in favour of open trade cannot be heard in the Gatt negotiations, where the European Community has a common position. Mrs Thatcher's voice can only be effective in Brussels or Copenhagen. It needs to be louder than ever. For this may be the greatest contribution Britain can make to redressing the world's threatening economic imbalances.

COLD BEHIND THE CURTAIN

The chill winds of winter have begun to blow early through Eastern Europe this year. At the end of last week, the Romanian government announced a 30 per cent cut in domestic energy allocations, from a base figure which has proved desperately inadequate in winters past. Hungarians have been warned that their living standards will fall by 10 per cent over the next two years; the introduction of income tax and VAT is intended to restore the balance between spending and earnings.

Poles have been presented with an economic programme that envisages price rises of up to 70 per cent as part of a comprehensive economic "reform" package. A peculiar refinement is that the package is to be put to the people in a "referendum" — so they can inflict the required lower living standards on themselves. This is presumably an attempt to fend off the street protests that earlier (and less steep) price rises have occasioned and with them the sort of police activity that creates such a bad impression abroad.

After a summer of queuing for fruit and vegetables, Bulgarians are facing as bleak a winter as last year, with little more than talk of economic reform and "reorganization" to console them. In Yugoslavia, price rises of up to 60 per cent have just been introduced on fuel, power and some staples, accompanied by a six month wage and price freeze and a 24 per cent devaluation of the dinar. The whole is intended to repress the country's hitherto irrepressible rate of inflation and restore its declining credit-worthiness abroad.

The immediate causes of the East Europeans' difficulties are as diverse as the countries themselves. The interests of Romanians have been sacrificed to the economic whims of a proud and unrealistic leader. Belated recognition of President Ceausescu's shortcomings led the United States to end Romania's most favoured nation status earlier this year, providing an outside pretext for further austerity. In Hungary, limited decen-

tralization and continued special treatment from the West have allowed individuals and the state to spend beyond their means.

For all the diversity of the specific causes, however, there is one constant: their economic systems do not work and never have. Moreover, the day of reckoning has been continually postponed: by helpful intervention from Western countries concerned to foster moderation and independence from Moscow, and by the Soviet Union itself, concerned to forestall civil unrest beyond its control.

What makes matters worse in Eastern Europe than in much of the Soviet Union, is that people well know that their system does not work. Many remember better times in the past; others have friends and relatives abroad, whose living standards have improved when theirs have, at best, stood still. Yet others have been able to travel or watch Western television.

Worse still, they know broadly why their systems do not work: the stifled initiative, the contradictory and rapidly superseded orders from the top, and the networks of corruption. But they have no power to change them. Only East Germany (with considerable help from its Western neighbour and the EEC) and Czechoslovakia have avoided the dangers of living beyond their means. By sticking rigidly to their own undemocratic systems and "reforming" in their own way, they can be said to have made the best of a bad job.

As winter draws on, the gas pressure across Central Europe will fall; the lights will dim and the radiators grow cold. The death toll among the old and very young will mount, as it has done — barely headed by the outside world — in previous years. This winter, there should be an end to the pretence. If subsidies are given, they should be earmarked for those who need them and called by their proper name: humanitarian aid to countries which are not able or not willing to look after their own.

PUBLIC PAINTINGS

Mr Richard Luce, the Minister for the Arts, is to carry on regardless with his legislation giving the National Gallery, the Tate and the National Portrait Gallery the power to sell works in their collections. Regardless, that is, of opposition from all the three. Mr Luce says he is "open to discussion", but that he intends to press ahead. So he is not so open to discussion as to let it alter his decision. He is therefore going to be very unpopular with what might loosely be called the Gallery Establishment. There has been an extensive correspondence on the issue in *The Times*, nearly all of it opposed to Mr Luce.

The arguments of the people actually in charge of these great collections should be treated with respect. One argument involves the danger of a gallery selling off something later discovered to be a masterpiece. Opponents of Mr Luce's bill have pointed to a portrait of a Pope in the National Gallery as an example. It was only recently discovered to be an autograph Raphael. Had the bill been in force, it is claimed, the painting might have been sold before this discovery.

In reply, it may be said, the gallery already knew the work was of Raphael's period. One knew the work was of Raphael's period before assuming it would not have been sold before being analysed. It was professional analysis which revealed the autograph. Also, the National Gallery buys works of before 1900 — after time enough for posterity, on the whole, to sort out greatness from dross.

Requests to galleries, too, may be discouraged by the possibility of future sale. Safeguards will need to be provided so that existing pledges to donors are kept and new ones can be safely made.

Another argument is that the bill would force future museum directors to operate like art future museum directors to operate like art dealers, something for which they have no experience or training. But no one is suggesting that selling off pictures from the vaults would be a director's working day. Sales are likely to be the exception, not the rule.

It is feared that, once discovered as a source of revenue, museums may be seized by the profit motive and go selling off huge amounts of art to pay for essential services — especially in some future time of "cuts". This is to credit — or damn — the Gallery Establishment with a commercialism which it has not shown so far. The directors' very horror at this bill does not suggest that their succumbing to commercialism is a great danger.

There are dangers, admittedly. Many Turners, now on the walls of the Tate, were in the vaults in the early decades of this century — when their creator was not as fashionable, or universally revered, as he is today. Art which goes out of fashion can be of sociological — or even artistic — interest later. The Musée D'Orsay in Paris provides a fascinating display of the "academic" art out of which Impressionism sprang, or against which Impressionism was a reaction.

Our museums need not, however, be encouraged to hang on to large amounts of art on the off-chance that it might become fashionable once more, or become of historical interest. The money raised could be used to buy works of higher quality, even of greater historical interest.

Whoever owns the works, they are usually available to be lent to retrospective exhibitions. They may even be displayed in museums which have bought them from Britain's great national collections — a better fate than languishing in the vaults.

Behind all the opposition to Mr Luce's measure lies the idea that the traffic in art should go one way, from the private to the public sector, in perpetuity. That, at least, must be wrong. Extra safeguards may be needed. To gain them the Gallery Establishment needs to offer more constructive suggestions, less outrage and disdain. Mr Luce is offering the galleries greater freedom. They should be pleased to be thought capable of exercising it responsibly.

Violence within Sikh community

From Professor Bhikhu Parekh
Sir, Since the recent murder of the Sikh preacher, Mahraiz Darsan Das, and the wounding of his three associates in West London (report, November 12) is likely to be much misunderstood, may I make a general point.

As a result of the "green revolution" and the sizeable remittances by the overseas Sikhs, the Punjab enjoys the highest per capita income in India. This has given rise to two related but different and at times contradictory trends. First, the rising level of expectations, accompanied by a large class of unemployed and volatile youth, has led the Sikhs during the past decade and a half to demand greater control over their internal resources, a larger representation in the Indian Army, and a greater share in the control of the two main rivers, Sutlej and Beas. These and other related demands were directed at the Indian State and created a measure of conflict, which soon got out of control and generated a most painful chain of events, including the murder of Mrs Gandhi and several thousand Sikhs.

Second, during the past few years the affluence and the consequent secularisation of the Sikh community have aroused fears of erosion of their ethnic and religious identity and spawned a fundamentalist movement demanding a puristic return to traditional Sikh values. This has created acute conflicts within the Sikh community and has nothing to do with the Hindus or the Indian State.

Although related, the two trends are not necessarily identical and appeal to different constituencies. Not all the fundamentalists want the separate state of Khalistan; and not all demanding Khalistan are fundamentalists. The Sikh violence thus has two different sources. Some of it is secularly motivated and directed against the Indian State and its courageous Sikh champions in Britain, whereas some other is religiously inspired and directed against those resisting a return to the kind of fundamentalism advocated by the militants.

The earlier killing of Tarsem Toor and others for which two men were recently given life sentences (report, October 31) was of the first, whereas the recent violence against Das and his colleagues may perhaps be of the second type. Das led a small Sikh sect preaching greater personal sexual freedom. To lump the two kinds of violence together would be to do injustice to the Sikhs and, more important, to grossly exaggerate the support for Khalistan.

Even when the Sikh problem is happily solved in India, the fundamentalist violence in Britain will not necessarily disappear. Hopefully a climate would then have been created in which the Sikhs might be able to resolve the agonising problem of their identity in a more relaxed and mature manner.

Yours etc,
BHIKHU PAREKH
(Acting Chairman, Commission for Racial Equality),
University of Hull,
Department of Politics,
Hull, Humberside,
November 14.

Exposure to Aids

From Mr R. J. Nicholls
Sir, Since Aids is a lethal disease it is reasonable that patients should have information about the state of health workers with whom they come into contact. The converse should apply, however, since health workers are also members of society and are likely to be at greater risk than patients of being exposed to the disease.

Your leading article of November 11 talks only of Aids, whereas it should also have considered individuals with HIV-positive serology. Many such people are infective and will go on to develop the full acquired immunodeficiency syndrome. The question of non-sexually transmitted exposure involves the whole of society.

Yours sincerely,
R. J. NICHOLLS
(Consultant surgeon, St Mark's Hospital and St Thomas' Hospital),
3 Little Heath, Charlton, SE7.

CEGB's record

From Mr John Kimber
Sir, I was surprised by the letter from John Baker (November 9) seeking to justify the Central Electricity Generating Board's large power station philosophy. Much of his argument rests on precisely the areas where the CEGB's case is weakest.

To begin with, total spending on new power stations is "at an all-time low" only because of the CEGB's earlier vast over-investment. No new power stations are needed on capacity grounds until the mid-1990s, yet new plant is still coming on stream — for example, almost 4,500MW from advanced gas-cooled reactors (AGRs) is due to be commissioned in 1987-88. This simply leads to the wasteful and premature retirement of older power stations.

As the absolute cost of such an unnecessary investment still has to be financed by the electricity consumer, the capital cost per kilowatt is, in fact, an irrelevance. A further aspect of large power stations is their inflexibility. Because of the demand schedule for electricity, this has some

New steps in Irish partnership

From Sir John Biggs-Davison, MP for Epping Forest (Conservative), and others

Sir, Not even those who at the outset favoured, and still support, the Anglo-Irish Agreement would consider it a perfect instrument to obtain the necessary co-operation between the United Kingdom of Great Britain and Northern Ireland and the Republic of Ireland.

On the occasion of the second anniversary of its signature at Hillsborough we, trustees of the Friends of the Union, offer a personal reflection.

The Agreement is an unequal treaty and as such has been deeply resented by the overwhelming majority in Northern Ireland and by many in Great Britain. The internal administration of a part of the kingdom and its judiciary have been exposed to constant criticism from Dublin directed through the Anglo-Irish Inter-governmental Conference, which the Agreement set up.

There is no equal, corresponding provision for her Majesty's Government to raise, for example, the periodical peculiarities of the judicial process in the Republic or the effectiveness of the Garda Síochána and the Irish Army against those whom Dr Garret FitzGerald, when Taoiseach, described as "the common enemy".

Waldheim allegations

From the Managing Director of Thames Television

Sir, I should like to correct any false impression that Lord Caccia's letter of November 10 may have created about the nature of our programme on Dr Kurt Waldheim. "Trial by television" suggests a jury verdict of innocent or guilty. In our programme there will be no jury and no such verdict.

What we are seeking to do is to examine, fairly and impartially, the various allegations that are being made against Dr Waldheim.

The method we have chosen is a hearing of the evidence, with counsel presenting their respective cases before a panel of five internationally eminent jurists. Such an approach is quite different from what Lord Caccia has in mind and in the view of Thames Television it is the fairest way of examining the allegations.

That those allegations are a matter of public interest seems to us self-evident. Dr Waldheim is President of Austria and was for 10 years the Secretary General of the United Nations. Despite this, since becoming president he has not been invited to most European countries and is on the United States watch list, which prevents him entering that country.

Dr Waldheim has said that his side of the story has never been given a fair hearing. We hope that the Thames programme will rectify that omission.

Yours faithfully,
RICHARD DUNN,
Managing Director,
Thames Television plc,
306-316 Euston Road, NW1,
November 16.

Demjanjuk case

From Count Nikolai Tolstoy
Sir, Your account (report, November 5) of my "outburst" at the Demjanjuk trial in Jerusalem unintentionally obscured its basis.

I was called upon to testify for the defence as an historical expert on certain pertinent matters in particular that of post-war forced repatriation. When the prosecution began its cross-examination, I found myself instead subjected to three hours of vituperation.

Despite my distaste I answered patiently and my refusal next day to continue unless cross-examination be confined to the purpose for which I had been brought before the court arose from my discovery that the judge had repeatedly ruled in the case of historians appearing for the prosecution that under no circumstances might reflection be made upon their personal lives, political views, or professional qualifications.

Among them was a Dr Krakowski, who had confessedly served in the puppet regime of Soviet-occupied Poland, a matter which defence counsel raised with regard to specific aspects of his testimony. Judge Levine interposed an unsolicited ruling (court transcript, p.6378) that "this is irrelevant to our trial and even if you were asked on your political views, you do not have to answer."

In view of the disparity of treatment accorded prosecution and defence it is hard to believe that Demjanjuk can receive a fair trial. It is some consolation to note that this view is apparently shared by widespread sections of Israeli public opinion.

Yours faithfully,
NIKOLAI TOLSTOY,
Court Close,
Southmoor,
Nr Abingdon, Berkshire,
November 14.

Less time to read

From Dr Selby Whittingham
Sir, The six-day week has been brought in at the Victoria & Albert Museum, says a caption to a photograph (November 7). But its library, the so-called National Art Library, is only open five days a week and on one of those not during lunchtime. I reckon that it is open for 10 hours less a week than before Sir Roy Strong introduced his cuts.

Yours faithfully,
SELBY WHITTINGHAM,
Turner House,
153 Cromwell Road, SW5.

Developers eye Stone Age site

From Dr Paul Ashbee
Sir, The renowned Avebury stone circle, with its ancillary monuments, is one of the most important prehistoric landscapes in Western Europe. It is rightly a world heritage site and an area of outstanding natural beauty.

An application has been made to erect a massive, high-standing hotel and conference centre close by the site of the Sanctuary stone circle, on the top of Overton Hill and adjacent to the splendid Seven Barrows, already famed in Saxons times. The structures, because of their size and scale, will subordinate their surroundings and be visible from a vast tract of the fragile northern Wiltshire chalklands and many major prehistoric monuments.

Obscurity has shrouded this proposal, which has yet to be considered by Kennet District Council. Is it fit that necessarily parochial criteria should be allowed the power to destroy the integrity of a significant part of our national heritage? Where else could such a situation have arisen?

Yours sincerely,
PAUL ASHBEES,
The Old Rectory,
Chedgrave,
Norfolk,
November 13.

We are, Sir, your most obedient servants,
JOHN BIGGS-DAVISON,
PHILIP GOODHART,
IAN GOW,
PATRICK MACRORY,
MOYOLA (Trustees),
Friends of the Union,
28A Cadogan Square, SW1.

Future of classics

From the Headmaster of Monkton Combe Junior School

Sir, At no point in the recent correspondence about the future of classics teaching in our schools have we heard what the pupils themselves think. At a debate last month, attended by over 90 11 to 13-year-olds at this school, the motion was: "This House would end the teaching of classics in schools."

Following the four paper speeches and 39 contributions from the floor of the House, the vote was taken. It produced an unexpected but interesting result from boys to whom the computer is as familiar as breakfast cereal. The motion was defeated by 71 votes to 24. Clearly their diet of Latin, taught imaginatively within the context of classical studies, is not only digestible, but enjoyable.

I hope that they will find craft, design and technology equally palatable as it develops in the days ahead. The only sadness, from their point of view, is that the constraints imposed by those who are redesigning the curriculum may not enable them to study both subjects.

Some of their fellow-pupils demonstrated that gattuso and technology are by no means incompatible when they designed and built a life-size and fully operational Roman ballista siege weapon. Equipped with this fearsome weapon, they seem prepared to defend their classics from the attacks of the invading Philistines.

Yours sincerely,
PETER LEROY, Headmaster,
Monkton Combe Junior School,
Combe Down,
Bath, Avon,
November 9.

At the same time certain of the pirates searched the vessel for booty, of which they collected a thousand pounds' worth. One Chinese who resisted was shot dead and four members of the comrade's staff were thrown overboard when the pirates failed to find the comrade's hiding place. There were 80 Chinese third-class passengers and only two Europeans in the first class — one a Russian woman and the other Mr. H. W. Lupton, a retired member of the Eastern Telegraph Extension staff at Shanghai. With the exception of the officers and crew were locked to work the ship, all were locked in the saloon.

THE TABLES TURNED
For eight hours the pirates maintained control of the vessel, Captain Frigate and the second officer, who were on the bridge, and the chief engineer, who was in the engine room, being closely guarded. At midnight the position changed dramatically. The pirate guards on the bridge asked where they were, and the second officer was pointing out landmarks the captain seized the lead line and stunned both the guards and took possession of their two pistols and 150 rounds of ammunition. The captain and second officer then quickly released their colleagues imprisoned in the saloon, through the skylight.

Meanwhile an alarm was given and the pirates attempted to escape the bridge, and a fight in the dark began. Owing to the narrowness of the passages the officers were able to check off advance. The pirates then brought up the chief engineer and, using him as a screen, again advanced. The officers, not seeing the engineer, opened fire and seriously wounded him. The pirates withdrew and later the wounded officer was able to reach the bridge. For three hours the pirates attempted to dislodge the officers, who continued to snipe them.

Finally the pirates set fire to the vessel amidships, in an attempt, apparently, to burn the officers out. When the fire got beyond control the pirates offered an armistice, which the officers refused. The pirates then left in the ship's boats, taking with them hostages, the number of whom is at present unknown. Meanwhile, the fire was threatening to destroy the bridge and its defenders. An unknown steamer passed close, but did not respond to the signals of distress, whose wireless had been disabled. All but one of the boats were burned or inaccessible. This boat was lowered with the woman passenger and some officers, but the painter caught fire and the boat drifted away. It was afterwards picked up by the Ravenshell, Mr. Lupton, who was acting as interpreter, is missing. The officers and crew fought the flames till the morning, when help arrived. Including ten pirates killed in attacking the bridge, 13 who were unable to get away and were arrested, and nine who were picked up in a boat, 32 of the pirates are accounted for. It is believed that some others have been burned to death in the ship.

Error of judgement

From Mr Richard Gardner
Sir, From time to time we have occasion to commission specialist reports on decay and wood-borers in church timbers. On several occasions, and from more than one firm, these reports refer to "knives" and "isles".

Yours faithfully,
RICHARD GARDNER,
Ferry & Mennin,
(Architects and diocesan surveyors),
12 Minister Yard, York,
November 11.

ON THIS DAY

NOVEMBER 18 1936

The incident reported below was one of many acts of piracy off the China coast in which every country trading with China suffered.

MIDNIGHT FIGHT WITH PIRATES OFFICERS' DEFENCE OF THE BRIDGE

(FROM OUR CORRESPONDENT) HONG-KONG, Nov. 17

The steamer *Sunning*, which had been seized and set on fire by pirates on her way from Shanghai (as reported in *The Times* yesterday) was towed into Hong-kong at midday to-day. She is almost gutted amidships by fire.

Her officers tell an exciting story of her adventure. They relate that when the vessel touched at Amoy [about 250 miles N.E. of Hong-kong] some 40 pirates came on board. On Monday afternoon the pirates surprised the officers, seized the bridge and engine room, and compelled the officers to navigate the ship in the direction of *Shan Bay* [a notorious pirate haunt 50 miles North of Hong-kong].

At the same time certain of the pirates searched the vessel for booty, of which they collected a thousand pounds' worth. One Chinese who resisted was shot dead and four members of the comrade's staff were thrown overboard when the pirates failed to find the comrade's hiding place. There were 80 Chinese third-class passengers and only two Europeans in the first class — one a Russian woman and the other Mr. H. W. Lupton, a retired member of the Eastern Telegraph Extension staff at Shanghai. With the exception of the officers and crew were locked to work the ship, all were locked in the saloon.

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NATIONAL TRAINING AWARDS

FOCUS

A SPECIAL REPORT
By Edward Fennell

Sixty of the British best

The training world was given an official pat on the back yesterday when Norman Fowler, the Employment Secretary, met the winners of the first National Training Awards.

At a grand jamboree in the Queen Elizabeth II Conference Centre in Westminster, London, Mr Fowler and Sir John Harvey-Jones, the former ICI chairman and this year's awards patron, congratulated some of the winners, managers and workers who are bringing about the "training revolution" that has been discussed so widely in the past five years.

The 60 companies at the ceremony were a cross-section of British industry. There were representatives of every size (although not every type) of organization, and they enjoyed their chance to bask in the well-earned limelight of their achievements. Three of them were featured in the Channel 4's *Business Programme* last Sunday.

One of the NTA's aims is to hold up the award-winners to the business community as examples of good practice. Similar awards exist in so many other aspects of national life that it seemed right to the Manpower Services Commission that they should also be offered in training.

Although for several years the Institute of Training and Development has successfully run media awards for trainers, these NTAs were to be rather different. In fact, the institute's awards will be incorporated within the NTA for next year.

All the 60 winning organizations had run successful training for young people and adults. In many cases, especially the smaller businesses such as Crown Dental, which produces crowns and bridges for dentists, or the Martin James Organization, which runs children's hair-cutting salons for Boots, they were on an upward curve of success.

Among the larger outfits, by contrast, it was a matter of using training to achieve a business turn-around as in the case of Borg Warner, to capitalize on a new market as did Arthur Rackham, the wine

A pat on the back from the minister and the man of big business to the people who have brought about a revolution



Fowler: congratulations

merchants, or to introduce successful new technology, as in Glaxo's case.

What bound all the winners together, however, was that their training success had been firmly linked to their business effectiveness.

The principal criterion used in selecting the winners was that they had been involved in "exceptionally effective training developments", and what the judges were looking for was examples of organizations that had used training as the way forward on such issues as commercial efficiency, profitability and the exploration of new markets - all consistent

with long-standing government and MSC policy.

One of the main thrusts of the official argument for training is that it should be viewed as a business "investment" and not as a form of do-gooding or as an internal public relations exercise.

Training needs to be used as an "agent of change" to reach specific objectives, such as cutting costs, introducing new techniques or becoming more productive or creative.

And, without exception, the winners of yesterday's awards were all companies and organizations that had proved that this principle works in practice.

Their training programmes were part of an overall strategy producing well defined results - they were not add-on optional extras.

The real success of the NTAs does not mean, however, that all our traditional training problems have been solved. There are still many hard cases to be cracked and only last week it was reported that some of the most delinquent training operators seem to be as unformed and unindustrious as ever.

The problem lies chiefly with the non-statutory training organizations (NSTOs).

These were set up voluntarily by trade bodies in the early 1980s after the abolition of the industrial training boards because they were expected to be more responsive to employers' needs than their statutory predecessors.

The truth, however, seems to be that with a few honourable exceptions, such as the Chemical Industries Association and the Association of British Travel Agents, many of the NSTOs have not delivered the goods.

After a survey of their activities, or, in quite a few cases, non-activities, the MSC was moved to comment that it felt that "some of the NSTOs were not taking their work seriously enough".

No doubt there have been reminders issued to the bodies concerned that when the NSTOs were set up a whole range of promises and undertakings were given which, frankly, have not been kept.



For all the family: Snips, at Brierley Hill, Staffordshire, is aimed at children and their parents, and was developed by the Martin James Hair Design Group, one of the winners

Sadly, therefore, just at the time when the country can celebrate some genuine success in training, there remains a huge job of persuasion to be done. Moreover, with the departure from the training scene of Lord Young of Graffham and Sir Bryan

Nicholson we may have entered a new era.

The MSC is losing the job centres and its training role is to be sharpened up. And with Sir James Munn now only caretaking at the MSC and Mr Fowler's imprint yet to be firmly felt, it may not be until

the spring that the next steps in policy are evident.

In the meantime, yesterday's National Training Award winners represent the real achievement of the Young-Nicholson era. Their stories are worth telling.

Sir John's old company scores a double top

Sir John Harvey-Jones, the former chairman of ICI, contributed more to this year's National Training Awards than simply being the patron. He also helped to make two of the winners.

ICI was represented at yesterday's ceremony by both its Chemical and Polymers Group and its Plant Protection Division; not that Sir John had lent particular favour to his erstwhile colleagues but his regime at ICI had stimulated a training culture that had produced high quality entries for the awards.

For the ICI Chemical and Polymers plant at Wilton, Cleveland, the award had particular significance.

Having been through a bad patch in the early 1980s, the plant needed to shed a lot of people to survive. It was a painful lesson to learn, but those who remained were determined to make the plant the best and most efficient in the world.

James Conaghan, the plant training manager, said: "We have had a business drive at Wilton with the clear target of raising the standards of quality in all aspects of our work."

"We needed to get things right first time, and that applied to training just as much as anything else."

One of the most important benefits training can have is in changing attitudes. Unfortunately, the long period of decline in British industry had bred a workforce, and perhaps a management, which was not very interested in ideas of excellence in the workplace.

That had to be radically changed. The re-vitalization of ICI, like many other companies, depended on a change of attitudes as well as an upgrading of skills.

This was why the trainers, operating in an area of high unemployment, saw the advantage of participating in the Youth Training Scheme.

Notwithstanding the plant's own difficulties and lack of money, they started a highly effective programme for several hundred local school-leavers. The benefits were to

be both for ICI and for Cleveland industry in general.

An important feature of the Wilton programme was its use of the new "standards-based training" approach devised by the Chemical Industries Association (CIA) in conjunction with the City and Guilds of the London Institute.

As a pioneer of this method, which is much favoured by the Manpower Services Commission (MSC), ICI Chemicals and Polymers Group has blazed a trail which many more will wish to follow.

Now in its seventh year, the YTS programme at Wilton



Harvey-Jones: initiator

can claim numerous successes. Not only has it proved the value of the CIA scheme but it has also done outstanding work in bringing personal development into vocational education and training.

It is not surprising, therefore, that of the 80 trainees who completed the programme last year, three-quarters have continued with ICI. The remainder, like scores before them, have joined other companies in the Cleveland area, bringing with them high-grade foundation skills.

The National Training Award belongs to them as much as to the company.

The perks of being a winner

The NTA winners represent some of the "best practice" in training, and with the publication in the new year of the book of the awards, *National Training Awards Winners 1987* - a Synopsis, their achievements will be known throughout the business world.

But, apart from appearing in print and carrying the NTA motif on their notepaper, what wider significance might an award imply for winners?

Certainly many entrants consider that having an NTA would boost customer confidence. And in many cases it would be good for staff morale because it provides national recognition of their hard work.

But although one of the key ideas behind the awards was the "contribution of training to business success", it may be some time before an NTA is recognized by the public as meaning something special about a firm's quality of work.

And in due course the effectiveness of the awards as a promotional event will depend on how much they encourage the public, as well as the decision-takers and makers, to see the correlation between training and success in business.

Tony McBurnie, of the Institute of Marketing, says: "It's a good thing for a company to have won a National Training Award but I don't think that it is likely to influence new customers - or at least not yet. What needs to be done is for training to be seen to be contributing to the quality of the product."

In fact, increasing "awareness of the customer" and emphasizing quality were frequently cited as important parts of the training aims for many of the award-winning training programmes. The signs are that the development of a "marketing awareness" among the workforce will be one of the key changes of attitude that the best training will start to achieve.

Certainly Mr McBurnie would like to see much more training for marketing at all levels of every organization.

He said: "As the National Training Awards have shown, many organizations have been able to save themselves by cutting costs and running more efficiently through training. But the challenge for the next few years is to put the emphasis on growth, and to do that marketing is essential."

John Chadwick, of the Sundridge Park Management Centre, regrets that there was not a stronger representation of management training among the NTA winners, but he says: "My contact and experience suggest that management

training is burgeoning. We're all very busy and the number of substantial companies involved in major management training exercises is growing."

Mr Chadwick's theme is that individuals should be encouraged to "own their own careers much more", which involves taking responsibility for being better trained and enjoying its benefits.

To fit in with the busy manager's crowded timetable Mr Chadwick foresees more smaller-scale bits of training. He says: "I think we shall need to adapt the training to make sure it works quickly for

British managers. That means we need to devise programmes which can be absorbed in a few hours, probably by using open learning."

For Karen Moloney, of the occupational psychologist and assessment consultants Moloney & Gealy, the mood of the times is increasingly concerned about the specifics of training. She was involved in devising the successful standards-based approach to training in the chemical industry.

"In the past it was impossible to tell what a trainee had done and to what standard,"

said Karen Moloney, "but when you look at standards-based training it is obviously useful and a big improvement on anything else we had had."

Her own work reflects that human resource development is now being widely appreciated. The bigger businesses are discussing training through techniques such as shadowing and mentoring, and great emphasis is placed on the development of the individual both in and out of work. By providing assessments the effectiveness of the training in meeting the goals can be much better measured.

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Borg-Warner Automotive Transmission Systems	Kodak Ltd (Manufacturing)
BP Chemicals Ltd	Lab-Craft Ltd
British Aerospace plc (Army Weapons Division)	Martin James Hair Design Group
BRS Western Ltd	R Mathieson & Sons Ltd
Brush Electrical Machines Ltd	Metropolitan Police (Management Training and Development Branch)
BSC General Steels	Michelin Tyre plc
California Cake & Cookie Ltd	Motorola Ltd
CAP Group plc	Next Retail Ltd
Cosmopolitan Hair & Beauty Salon	Perkins Engines Ltd
Crown Dental Laboratory Ltd	Pilkington P E Ltd
Cummins Engine Company Ltd	Portals Engineering Ltd
Cumliffe Gravure Ltd	Quality Established Ltd
Dixons Ltd	Arthur Rackhams
Eastern Counties Newspapers Ltd	Remploy
Fauld Town & Country Chairs Company Ltd	Rothmans International Tobacco (UK) Ltd
Ferranti Electronics Ltd	St George's Hospital (Pharmacy Department)
Ford Motor Company Ltd	Shell Chemicals (UK) Ltd
Fulcrum Communications Ltd Birmingham	Smiths Industries Aerospace & Defence Systems Cheltenham
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NATIONAL TRAINING AWARDS/2

FOCUS

Setting new targets for success



Training to win: Dixons, the photographic and electrical group, took one of the prizes

The novelty of the first NTAs attracted public and media interest. But if they are to avoid becoming just another routine backslapping event they need to be kept fresh and imaginative.

The immediate challenge for the Manpower Services Commission (MSC) is to make sure that it builds on this year's good foundation of entries so that, into the 1990s, more companies think seriously about entering.

As Sir John Harvey-Jones, this year's patron, said: "One thousand entries in the first year is good, but it is small in proportion to Britain's need for training. We have to aim at 5,000 entries a year."

There is no doubt that this year's list of winners was a good first shot, and it certainly represented a wide range of organizations. What particularly pleased the organizers was the representation of a broad cross-section of companies, small and large.

However, there were some notable absences. In particular, the commercial and financial service companies, along with the public sector, made a poor showing.

It is significant, for example, that no high-street bank or building society is to be found among the winners.

Nothing from accountants or lawyers, insurance companies or any other major financial institution.

Similarly, in the public sector, there was a relatively small response. The Metropolitan Police stands out as a rare exception, but local authorities and public utilities were conspicuously absent.

As Sir John has said: "Not to have received a National Training Award ought to be a badge of shame for a large organization."

Maybe the existence of the awards will now be a means of focussing attention on the importance of training among those organizations where it has been neglected.

Certainly the high profile of the awards ought to persuade chief executives and public relations firms that an NTA is something worth having, and that training, therefore, needs to be put higher in the priorities of boards of directors, and county councils.

But wider participation in the "competition" is just one objective for next year. The other lesson from this year's experience is that simply providing training is not enough to earn an award.

To win, a company needs to be using training imaginatively and dynamically to solve well-defined "business" problems — and perhaps the "business effectiveness" of training needs to come through more positively in some entries next time round.

Apart from aiming at a wider range and higher quality of entries, however, the NTA office plans a number of developments for 1988.

Rob Napier, the mastermind of this year's organization, said: "In the first year we wanted a simple sharp focus and that was why we restricted the awards to the two categories, training for young people and training for adults."

"Next year, however, we will extend the categories to embrace training providers and training methods. We are also opening the awards to Northern Ireland."

The awards to training providers are likely to become a matter of intense competition in the growing training industry. Whatever the shortcomings of our present training system there has been a marked improvement in training provision over the last seven years.

More companies now offer training services for people at all levels, from YTS trainees to senior management.

There is an awful problem, however, for the customer in judging the quality of what he is likely to get. So, as competition increases in the training marketplace, it will be a major advantage for an organization to be distinguished by possession of a NTA. In terms of selling one's services, there couldn't be a better boost.

The second new category of awards — for "effective innovation and development in training methods and media" — is likely to be even more valuable. Computer-based training, interactive video and conventional video are all growing fast. But, like all growth industries, there is confusion about what is worthwhile and many inexperienced outfits are attempting to climb on to what sometimes seems to be the training "gravy train".

Through the NTA, however, it should be possible to start putting down benchmarks and establishing standards as to what is good and effective among these new methods and media.

Like the Design Council kite marks, an NTA should help raise users' appreciation of what they should be looking for when they buy, or commission, training software.

The final and simplest question about next year, however, is who will be the patron. Awards of this kind are often judged by the importance and status of their figurehead. Indeed, when the awards were first proposed it was suggested that in line with "Technology" and "Export" they might be designated "Queens Awards". Unfortunately, that didn't happen. As it turned out, no one could have done a better job than Sir John.

Hi-tech drives diesel forward

When the management at Cummins Engineering decided to build a new light-duty diesel engine at its factory in Darlington, Co Durham, it asked the workforce to change the habits of a lifetime.

For more than 20 years, the factory had earned its living from small "V" figure engines and the switch to the new diesel meant the whole production area had to be rebuilt and reorganized. At the same time, the company took the opportunity to introduce the latest technology. The aim was to set up one of Europe's most advanced engine assembly facilities.

John Dickinson, the training and development manager, said: "The light diesel project was part of the company's commitment to getting costs down and producing high-quality engines with on-time delivery. To survive, there is no room for any shortfall on performance. The training was essential if we were going to move into state-of-the-art manufacturing."

Although Cummins had already undertaken a similar development in the United States, it had been on a greenfield site with newly recruited staff. At Darlington, it was the established workforce with its conventional engineering skills that needed to be retrained in the disciplines of information technology.

It set itself an ambitious target. Within 12 months of commissioning the new production process, it wanted to be free of reliance on its technical suppliers.

To achieve this, it had to push through a substantial training programme. Everyone would be affected, from operators to managers, with the emphasis on maintenance and production engineers.

As a result, the programme operated at a variety of levels. Basic keyboard skills were taught to operators through a Deltak Open Learning pack, combined with an off-the-job assembly course and on-the-

job practice until the required standard was reached.

Managers and supervisors went on a systems management course devised by Cummins trainers working with staff at the local technical college, and courses were run by the suppliers of the new equipment.

Finally, there was the most complex part — the training of the technical back-up staff who would become the principal in-house experts on the system. An elite group of nine



Dickinson: a commitment people was put through an intensive 10-week programme, costing almost £50,000.

The programme may have been expensive, but its boldness paid off. The local training staff were able to meet their deadline and, for their pains, picked up a National Training Award.

Mr Dickinson said: "The best technology in the world is no good without people skilled and competent to use it. At Darlington we had to strip out the plant completely, rebuild it and then retrain the entire labour force. In our view, it was a major achievement."

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NATIONAL TRAINING AWARDS: THE WINNERS

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Blumens Ltd, Devizes, Wiltshire
Borg-Warner Automotive Transmission Systems, Port Talbot, West Glamorgan
BP Chemicals Ltd, Grange-mouth, Strirlingshire
British Aerospace plc (Army Weapons Division), Stevenage, Hertfordshire
BRS Western Ltd, Bristol
Brush Electrical Machines Ltd, Loughborough, Leicestershire
BSC General Steels, Scunthorpe, Humberside
California Cake & Cookie Ltd, Glasgow
CAP Group plc, Holborn, London
Cosmopolitan Hair & Beauty Salon, Moss Side, Manchester
Crown Dental Laboratory Ltd, Chorley, Lancashire
Cummins Engineering Ltd, Darlington, Co Durham
Cunliffe Gravure Ltd, Anglesey, Gwynedd
Dixons Ltd, Edgware, Middlesex
Eastern Counties Newspapers Ltd, Norwich
Fauld Town & Country Chairs Company Ltd, Leamington Spa, Warwickshire
Ferranti Electronics Ltd, Oldham, Lancashire
Ford Motor Company Ltd, Brentwood, Essex
Fulcrum Communications Ltd, Birmingham
Fulcrum Communications Ltd, Enfield, Middlesex



GEC-Avery Ltd, Smethwick, West Midlands
Glaxo Operations (UK) Ltd, Barnard Castle, Co Durham
Gleason Works Ltd, Estover, Plymouth
The Gleneagles Hotel, Auchterarder, Perthshire
Graystone Service Stations Ltd, Witham, Essex
Hall Hunter Partnership, Wokingham, Berkshire
Highland Stoneware Ltd, Lochinver, Sutherland
IBM United Kingdom Ltd, Portsmouth
ICI Agrochemicals/Jeslott's Hill Research Station, Bracknell, Berkshire
ICI plc/Chemical & Polymers Group, Middlesbrough, Cleveland
Kodak Ltd (Manufacturing), Harrow, Middlesex
Lab-Craft Ltd, Romford, Essex
Martin James Hair Design Group, Kidderminster, Worcestershire

R. Mathieson & Sons Ltd, Falkirk, Scotland
Metropolitan Police (Management Training & Development Branch), Herndon, London
Michelin Tyre plc, Stoke-on-Trent, Staffordshire
Motorola Ltd, Basingstoke, Hampshire
Next Retail Ltd, Enderby, Leicester
Perkins Engines Ltd, Peterborough, Cambridgeshire
Pilkington PE Ltd, St Asaph, Chwyd
Portals Engineering Ltd, Harwich, Essex
Quality Established Ltd, Halesowen, West Midlands
Arthur Rackhams, Weybridge, Surrey
Remploy, Cricklewood, London
Rothmans International Tobacco (UK) Ltd, Darlington, Co Durham
St George's Hospital (Pharmacy Department), Tooting, London
Shell Chemicals (UK) Ltd, Urmston, Manchester
Smiths Industries Aerospace & Defence Systems, Chertsey, Surrey
Smiths Industries, Gloucestershire
J.R. Taylor (Fashions) Ltd, St Anne's-on-Sea, Lancashire
Thomas Cook Group Ltd, Peterborough, Cambridgeshire
Tunks of Burston Ltd, Diss, Norfolk
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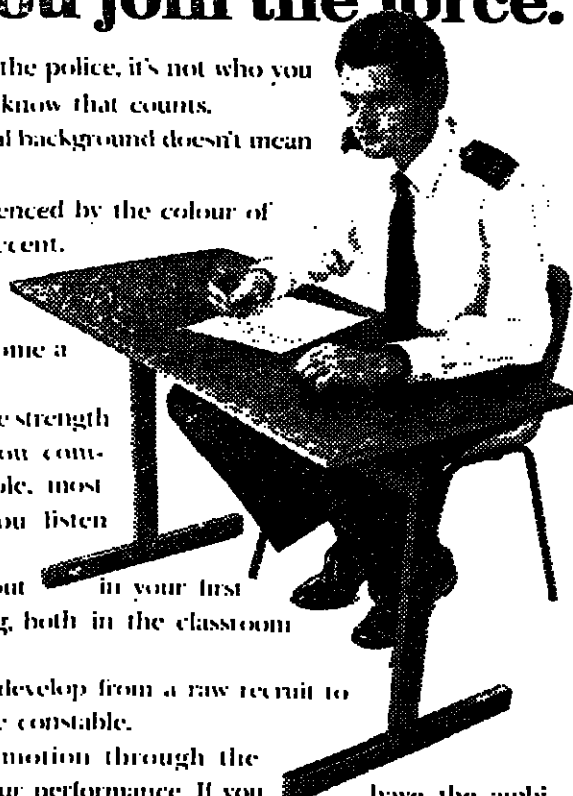
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Oh, what

Winner with a crafty touch

Training for Quality Medicine

Glaxo Pharmaceuticals

Oh, what a surprise, surprise, surprise!

Like all the best award ceremonies, yesterday's at the Queen Elizabeth Conference Centre sprang one or two surprises.

The most intriguing surprise of all was the announcement of the names of three companies that would receive the special, previously unheralded, Patron's Awards.

This was a new category, an unexpected addition to the day's programme — and not least to the three award-winners themselves.

The awards, given entirely at the discretion of Sir John Harvey-Jones, provide a distinctive character to the NTA's "Class of 1987". For the companies concerned — IBM, GEC-Avery and California Cake & Cookie Ltd — they were an exciting bonus for the visit to London.

And for Sir John it was a chance to put a personal imprimatur of approval on those organizations whose approach to training had won his special admiration.

"I spent a lot of time worrying about how I should make these awards," said Sir John. "They are special to me, and I want them to reflect what I felt was important."

His first problem was to work out a system for selecting winners.

"I decided that one of my awards must be for training in YTS," he said. "Personally, I am a great convert to the scheme. When it was launched, I must confess I was pretty sceptical. I saw it purely as a way of keeping unemployed youngsters off the streets. But now that I know more about it, I am very impressed by what it has achieved."

"It's meeting the needs of both industry and school-leavers, and is helping break down prejudices about what 16- and 17-year-olds are capable of doing."

"Unfortunately, it is still

Experiences that helped young people to mature

widely misunderstood, so my intention in nominating a YTS programme as one of my Patron's Awards is to help me improve public recognition of what it has to offer."

The particular YTS programme that so impressed Sir John was run by IBM. "I hope that isn't too predictable," laughed Sir John, "because everyone expects good things from IBM. But its YTS work is quite outstanding — and

especially because it involves youngsters at an academic level who wouldn't normally get jobs with the company."

The significant feature of IBM's YTS programme was its breadth. Not only did it involve many youngsters who were disabled or from ethnic minorities, but it also offered experiences that helped them to mature personally and to find a job.

"For example," said IBM's youth programme manager, Keith Davies, "we take the trainees up for a weekend in London so that they see both the good and the bad sides of life in the capital. It really opens their eyes."

During their 48 hours in London, the IBM trainees are given a switchback ride through the capital's high and low life.

From dossiers on the Embankment to the genteel patios of the Dorchester, and from a glamorous West End show to a glimpse of the less savoury corners of Soho, the young people see a world entirely different from their ordinary lives.

"It absolutely exhausts them," says Mr Davies, "but in many cases it gives them an insight into things they had never encountered before."

For his second category, Sir

John opted for GEC-Avery, the weighing scales manufacturer, which had embarked on an extensive re-training programme when it introduced new technology.

Sir John said: "Instead of shedding its established workforce, Avery deliberately invested in its existing employees, and pursued new goals with its old staff. I respect the way the company has tackled what will be the ever-increasing problem of how to keep up with new skills."

"Avery has shown that you should never underestimate

Company that would survive and thrive

what your staff can achieve. Don't write them off — they can probably do much more than you think."

Sir John realized that his final choice needed to be a small set-up but he also wanted to be sure that it would not disappear in a year or two. He was looking for a company that would survive and thrive. The California Cake & Cookie company, from Govan, Glasgow, was the natural winner because of the drive and

personality of its founder Debra Turkington.

Debra was born and bred in California, from which the company gets its name, but she now regards Glasgow as her home, despite the weather. Like a text-book entrepreneur, she took an MSC-funded course, set up a bakery business, and is now going from strength to strength selling her cakes and cookies throughout the Glasgow area, and now also from a London base.

With a staff of just 28, she immediately put a high priority on training her three managers. By holding American-style breakfast training sessions — management skills and financial awareness all washed down by coffee and croissants — and by sending the three young managers on various short off-the-job training sessions, Debra increased productivity and cut labour costs by 30 per cent.

She is now rapidly expanding, and aims to create 50 new jobs by the end of 1989.

"The company was set up from nothing, and Debra Turkington is clearly dedicated to growing her own people," observed Sir John approvingly. "It takes a great deal of courage to do that."



What's cooking? The California Cake and Cookie company took one of the Patron's Awards

Winner with a crafty touch

Creativity needs to be nurtured and trained just as much as industrial skills, says David Grant, managing director of Highland Stoneware. And, as the only "craft" organization to receive an NTA, Highland has a lot to teach others in this precarious industry.

Highland was set up by Mr Grant in the early 1970s when he left the Royal College of Art and decided to return home to the north of Scotland. The growth and success of the company, which specializes in hand-painted tableware and cookware, has been extraordinary. It now has a staff of 19, an international reputation, and sells to prestige shops in the United States, Japan and Europe, as well as in London.

Mr Grant is quick to put his emphasis on the value of training. "Although I still manage to spend 20 hours a week decorating, we now depend on the new young graduates and local people we have recruited for most of our hand-painting," he said.

"All our artists have a lot of freedom in developing themes such as the sea or landscape or floral patterns, so it is vital to keep their painting as alive and fresh as possible."

In "keeping the painting fresh", Mr Grant had no hesitation in putting time and trouble into training. "An organization like ours depends totally on the quality of the people who work for it," he said. "But to be creative you need input if you are going to

get output. Training and constant stimulation are vital."

The programme Mr Grant has developed, both for himself and his fellow decorators, is not cheap. As the company is based at Lochliver, 100 miles north-west of Inverness, it is difficult to get anywhere for an exhibition, to visit a gallery, or even to a client or trade show. But even that has not been a deterrent.

"Our decorators travel a lot, around Britain and elsewhere, visiting exhibitions, seeing where their work is being sold, comparing it with what else is on view, and picking up the current artistic trends and influences," says Mr Grant. "It is expensive, but we feel that it is important if we are to be successful. It is also a way of attracting and keeping the good people who work for us."

In looking back over Highland Stoneware's success, he acknowledges the invaluable assistance given by the Highlands and Islands Development Board, particularly its Craftpoint scheme. Without it, both the training of his staff and the marketing of his products would have been much more difficult.

"It was partly through Craftpoint that I decided to enter for a National Training Award," explained Mr Grant. "Obviously, I am now delighted to get the award, not only because I feel so strongly about training, but because I feel that what we have done could provide a model for others in this industry."

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THE ARTS

Growing up clever

When the autopsy on the Eighties is performed, the injunction "be the best that you can be" will probably be found written on the decade's heart. Jane Walsley set out to examine the obsession with maximising human potential in *Hot House People* (Channel 4), beginning close to the beginning with America's fast-track infants.

The programme was less about children than about

TELEVISION

mothers and doctors. The first half was devoted to Glenn Doman's famous Better Baby Institute in Philadelphia, whose shiny-eyed, born-again mothers, fully devoted to writing flashcards, clearly gave the producers the chills. The four-year-olds reading Shakespeare and learning Japanese seemed averagely cheerful, but were not asked how they liked life in this crucible of early learning.

The Doman children had smart, wealthy parents but the second half of the programme centered on the state of Missouri, where educators were more interested in the disadvantaged.

The teachers had persuaded the state government that an investment in hot housing infants would pay off in the long run. Saint Ignatius Loyola may have promised to teach a child only until the age of six in order to produce the man but the Missouri teachers felt that the age of three was already too late. By then, they argued, children have acquired two-thirds of their language and a "language deficit" at that age could not be compensated later. Unlike Glenn Doman, they could point to proven success.

This was an interesting but mildly frustrating report which could have been pitched at a more intelligent audience. However, the accompanying book suggests that in the programme which will follow Jane Walsley intends to go beyond the question of mere learning and consider creativity, social adjustment and happiness.

Celia Brayfield

Jonathan Miller stages Rossini's *The Barber of Seville* at the Coliseum tonight and a new-look Figaro is expected from Alan Opie. Hilary Finch reports

A sparkling barber

Alan Opie runs down the stairs, whistling "Zitti, zitti, piano, piano" as one who has made well over a 100 exits and entrances as Rossini's Barber of Seville. But what Jonathan Miller asks of him in his new production for English National Opera is going to be something less than predictable. There has been much talk of white make-up, of Brighella costumes, of a puppet theatre, especially as far as the chorus is concerned.

"What Jonathan wanted to get away from is the slap-of-the-thigh, knowing wink sort of Figaro. He has an aversion to the term 'twinkle'." "Sparkle, yes; but not twinkle!" Miller is thinking of something much more sardonic, casting his mind back to *commedia dell'arte*. To be more precise, he is thinking of the *parades*, the fashionable farces which were a degenerate spin-off of the form, which Beaumarchais just happened to be writing when he was penning his first ideas for *Le Barbier de Séville*.

Opie is convinced by Miller's return to Beaumarchais: it fits his own concept of Figaro as not altogether bouncy, not altogether the musical busybody, as Auden once described him. The first time he ever did the role was back in 1971 in what turned out to be the final opera production by Tyrone Guthrie. "He was a wonderful man and I learnt a lot. That was a very under-played Figaro, almost serious. I think Almaviva in disguise got the most laughs."

Rossini, with his deadline running out, left the recitatives to be completed by a colleague. ENO will perform nearly all of them, uncut, using a new translation by Amanda and Anthony Holden. "It's very clever! Difficult, mind. Where the Italian repeats itself, the Holdens are very inventive and give you three different lines. At the end of 'Largo al factotum', where you have 'A te fortuna (three times) Non mancherà' they have 'You have a problem, I have the answer, You cannot solve it, Figaro can.' At that speed, I can't swear it's going to be dead on!"

Whatever is demanded of him, Opie, like Figaro himself, is used to being something of a chameleon. Born in Cornwall, he still burrs efficiently enough to prove it; but has an



Alan Opie at the Coliseum: "Miller wants to get away from the slap-of-the-thigh, knowing wink sort of Figaro."

entertainingly wide repertoire of adopted accents from Viennese to Suffolk East Anglian for Albert Herring's Sid. He can turn them on at will, but in vocal terms casting is not always so straightforward. Opie is a high baritone, and he has always had to be wary of roles being unwillingly thrust upon him.

"I look more like a Leporello than a Giovanni, more like a Figaro than an Almaviva — and probably act them better. But they're too low for me. When I was a student I used to audition with the Catalogue Aria. In fact I sang it on Friday Night in Music Night a few days ago for the first time in 17 years, and I hope it's another 17 before I sing it again. Whenever I get a score, the first thing I do is look to see how low it goes."

And what the words say? Opie caused a minor flutter recently when he walked out of the leading role in

Nigel Osborne's *The Electrification of the Soviet Union* at Glyndebourne. There was a scene of sexually explicit, even violent, language and action. Opie didn't feel he could cope. "I loved the role and was loath to lose it. I don't know that I want to say much about it. It wasn't at all a question of making a moral stand or any sort of a statement. It was simply that I am a father of two children aged 11 and eight and, since the piece was going to be televised, I didn't want my children to see me doing something like that, or to have to forbid them, on the other hand, to watch it."

Words, music, character, time and place: everything has been right for Opie, though, in the person of Beckmesser. It was in *Meistersinger* that he made his Bayreuth debut this summer, and he's been asked back next year. "It was daunting to take over from such an established

figure as Hermann Prey. There was a big coffee table book lying around with photos including the new *Tannhäuser* and Hall rehearsing *The Ring* — but it was Prey as Beckmesser on the cover which sold the book! It was overwhelming, and very tense. Within two days I'd absorbed the entire opera — four whole scenes. You work under intense pressure."

Bayreuth has inevitably changed the direction of Opie's career. For many years on contract to ENO, he is now having to cope with offers pouring in from abroad, among them a *Wozzeck* for Frankfurt. He has had to turn it down as he was already booked. But is it a role which attracts him for the future? The old wariness returns. "I don't yet know if it will be enough to know whether it's for me or not. I would like to have a look, yes. The dramatic content interests me if I could possibly sing it." That's what he once thought about Beckmesser.

Grim reality

CONCERTS

ROH Orch/
Haitink
Covent Garden

In theory, the "Garden Concerts" which Bernard Haitink has inaugurated at Covent Garden make good sense. The Royal Opera House orchestra can tackle some symphonic repertoire (as many opera orchestras abroad do). New works have been commissioned and, with tickets reasonably priced, the less affluent can at least afford to hear something in the Opera House, if not opera.

In reality it proved pretty grim. Covent Garden's acoustics give absolutely no bloom to the sound and there is no hiding place either for technical ineptitudes.

A dry reverberation is not necessarily bad for the listeners; the contrapuntal wonders of Mozart's "Jupiter" Symphony were admirably exposed, for instance. But

Hendricks/
Alexeev
Queen Elizabeth
Hall

If it is possible to be negatively minded, this was the impression left by Barbara Hendricks in a programme that seemed less than ideally chosen for her vocal talents. In particular, she was misguided to devote an entire first half to a dozen songs by Brahms, to which she was suited neither by temperament nor by timbre.

She was nevertheless given sensitive piano support by Dmitri Alexeev, whose sense of accompaniment betokens an intelligent awareness of his partner's personality. He was notably persuasive in a set of Fauré songs, and these were better served by the girlish soprano *leggiero* Miss Hen-

players already strained by unaccustomed visual prominence must have felt as if they were sitting a stiff examination.

There were danger signs in the Mozart — parched string tone, a general feeling of dull timbre — but the real problems came in Mahler's Fourth Symphony. The operatic repertoire has its tricky orchestral passages, of course, but one wonders whether this orchestra had ever before played anything that makes such demands as the violin parts in this slow movement.

The wind-playing throughout was generally safer but the principals needed to seize on their big solos with a lot more relish and panache. Margaret Marshall had neither the tonal purity nor the control of phrasing to do the soprano solo justice.

It is a tribute to Haitink's integrity that, even in these adverse circumstances, he offered a very thoughtful interpretation. However, some basic groundwork needs to be done.

Richard Morrison

dricks produces, with an agreeable bloom on the tone but mostly with too little spontaneity of feeling.

Only in the three songs that related to a broken engagement on Fauré's part did the singer begin to approach an intensity of emotional character within her stylistic limits, as in the smiling hope of "Requiem" and the bitterness of "Adieu". Of the other French songs "Notre amour" had a beguiling charm that was limpid and flexible, and the Verlaine setting in "Clair de lune" was phrased with musical sensibility.

But in reverting to the German verses of a Richard Strauss selection, the limitations of vocal timbre were again apparent, as if the soprano was afraid to open up to the warm-hearted sentiment of "Allerseelen".

Noël Goodwin

LONDON DEBUT

The brittle and barbarous music of the Hungarian composer Pal Kodosa is heard very little in this country. So it came as an unexpected pleasure to encounter his Piano Sonata Number Two as part of the recital given by Nigel Hill for his debut in the Purcell Room.

In terms of repertoire this was a wide ranging evening. A capable account of Beethoven's B Flat Sonata Op22, somewhat short on the rise and fall of the music's inbuilt tensions, had opened the programme and Mendelssohn's magical F sharp minor Fantasia followed. One felt there was reliable technique and musicianship, but not quite the imagination that might make the music come fully to life.

The second half, though, suggested greater depth. The first Piano Sonata of Tippett brought an increased determination to get to grips with the

most complex piano textures; and in Liszt's *Petrarch Sonnet 123* the dreamy tone colours perhaps pointed the way towards more ambitious interpretive ideas in the future.

In contrast, the debut recital by the Canadian Piano Trio, also at the Purcell Room, was determined to seize the audience by the throat. After the rough handling that they gave to their Haydn A Major Trio it seems that they could hardly keep up the same drive.

Yet, if anything, their performance of the second Shostakovich Trio was still more violent, with slow or quiet passages seeming little more than the resting place before their energies could burst forth again. Only with Brahms's Trio did a sense of proportion start to come over the music-making; for the rest more relaxation and sensibility were needed.

Richard Fairman

Thrilling tragedy of everyman

Donald Cooper

THEATRE

Macbeth
Donmar Warehouse

Seldom has the limitless variety of Shakespeare been better demonstrated than in this year's amazing sequence of Macbeths, ending with this Cheek by Jowl version which stakes out fresh areas of emotional insight and theatrical impact as though no one had touched the play for a hundred years.

The production follows the company's standard scenic procedure: a bare stage, modern dress approximating to exercise costume and no hand props. As with *Twelfth Night* and *Le Cid* Declan Donnellan justifies this approach as though it had been devised exclusively for the immediate text.

Macbeth, among other things, is the best role play Shakespeare ever wrote; and, as in radio, Donnellan addresses himself to the spectator's imagination. There are no witches, instead, the company form up as a dark upstage chorus, intoning the "witches" lines as Macbeth stares out towards the audience, or down at the unspeakable apparitions on the bare timber floor.

A hair-raising sound-score



Victims of power and imagination: Keith Bartlett as Macbeth, Leslee Udwin as Lady Macbeth in Cheek by Jowl's staging

is achieved with mouth-music, a scraped violin, and massed fingers drumming up a rainstorm on the timber.

The action acquires a vertiginously frenzied momentum with the aid of scenic overlaps, so that even as Malcolm is being pronounced Prince of Cumberland, we see Lady Macbeth already reading the letter; or, as Macbeth ruminates on the murder, the imagined figure of Duncan stands before him as an intimate spectre.

The ruling idea of the production is Macbeth as everyman, rather than as tragic hero. At first Keith Bartlett is indistinguishable from the surrounding group of 12th-century Rangers supporters. Even after the murder, he clasps Macduff in a locker-room hug; and in the final scenes of the play he remains his rhinoceros-hid self, any vestiges of sensitivity long since drained out of him.

Instead of the standard partnership between a man of

imagination and a woman with none, the Macbeths are now two of a kind: ferociously amorous, and staying together far longer than stage convention traditionally allows. What they present is the spectacle of two commonplace people undergoing destruction by an inner poison neither of them understands.

Leslee Udwin's Lady Macbeth is a charming flirt, smiling through every calamity, even keeping up a pretence of

banquet, until in the end she cracks apart with a terrible scream.

Simultaneously, we have made the acquaintance of Timothy Walker's Malcolm, a republican boy with a speech impediment who has also clearly dreamed of his father's murder and whose final coronation is going to bring no improvement to the country. A thrilling event.

Irving Wardle

CABARET

Liza Minnelli
Albert Hall

The bristling mop of dark hair standing stiff like fillings on a dancing magnet, the tirelessly welcoming smile, arms that semaphore in three dimensions, the quick strut — part turkey-trot, part stationary cyclist — all the phrases that come to mind are images of tremendous energy.

She sings for two hours, sharing the stage only briefly in the second half with Michael Feinstein, singing across the keyboard of his grand piano to her, and through several numbers begin quietly, almost with a caress, only "How Deep Is The Ocean" stays that way till the end.

I would have preferred more variation in mood to leaven the upfront numbers declaring, usually in first person, how she is going to make it to the top, or has already made it and this is what it feels like. But such is not the Liza Minnelli style, and to wish it to be otherwise is not much of an advance on complaining that a lion has no spots.

For her two concerts in London 36 members of the LSO have joined her usual 10-man group. The first half of the evening begins with songs following each other without introductions, sung centre stage. From about song four her right foot starts tapping, she takes the microphone off the stand, and with Sondheim's "Old Friends" the pace quickens.

Her sense of fun is attractive: "New York New York!" clamours someone from the gallery; "Don't worry," she calls back. Few of the songs themselves contain much humour so that by the interval it was possible to feel some regret that she should love so heartily what she calls "these great big endings to songs".

In the second half a soberly playing string quartet appears on stage, into which she inserts herself to make a witty contrast with "Toot Toot Tootsie". Neither this nor the morsels of Gershwin are what earned the loudest applause, which is reserved for "Cabaret" and, finally, "New York New York", sung clear, very loud and with that air of slightly desperate bravado that is the telling ingredient of her great appeal.

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WEDNESDAY PAGE

Smiling counter attack

Never mind the superbly designed store, what about the staff? A new survey reveals that customer relations are strained — and that good service is a money-spinner. Lorna Vee reports



The new face of customer relations? In Next stores sales consultants "assist" the consumer armed with the Next Selling Skills Package

'My job is not so much selling as helping. We are told not to be pushy'

Stephanie Wilson, Next sales consultant

A quiet revolution is going on in the high street — and it has nothing to do with shopper-friendly design or the one-stop store. The new buzz word among top retailers has a more old-fashioned ring — personal service is back in style. And not before time, according to a national survey conducted by the advertising agency Leo Burnett.

An overwhelming 91 per cent of consumers surveyed are refusing to return to shops where they have experienced bad service. And not only are 72 per cent demanding better service, 70 per cent are prepared to pay more for it.

Appropriately titled "Are You Being Served?", the survey looks at people's attitudes to standards in the high street overall. But a look at the major complaints voiced by respondents, coupled with the positive aspects identi-

fied, turns the spotlight firmly on to department stores and chain stores. And it has revealed the new weapon in the Store Wars: training that elevates employees from shop assistants to "sales consultants" or "sales advisers" who know the difference between pestering and assisting.

Customers are well aware of the huge improvements in the shopping environment, but looks are not everything. Five of the top 10 complaints are against staff and their attitudes, from those who know nothing about what they're selling to those who are patronizing and condescending.

"As all stores become modernized and well designed, it's those who offer a good service who will have the competitive edge," says Leo Burnett's vice-chairman, Jackie Dickens.

The good news for the consumer is that the shopping barons are beginning to make subtle

service and the soft sell a priority. Since its take-over in 1985 by Ali and Mohamed Al-Fayed, House of Fraser has taken a radical re-examination of its staff training. The Al-Fayeds have made it clear that since department stores have a similar ambience and products, the key to the customers is service.

The group's personnel director, Stan Frith, recently went to the United States to study major stores and their staff training. "In this country staff tend to be more retiring. It's not natural for them to be gregarious," he says. "But we want our staff to open up more, to communicate with customers."

Even at Harrods, where staff conduct is clearly defined ("Good morning/good afternoon, how can I be of assistance?" being the official greeting) a commission system along American lines has been introduced to motivate staff to approach customers — and sell without being pushy.

Elsewhere, commission systems and no training spell disaster. Leo Burnett's survey shows that pressure to achieve targets, along with insufficient training, are seen by most people as the reasons for poor service. Almost 70 per cent laid the blame on the companies, rather than the staff.

At John Lewis, motivation comes in the form of a profit share scheme as well as a say in how the company is run. Communicating with customers is down to common sense rather than set guide-

lines, says a spokeswoman, although staff are told to "look directly at the customer, smile and always address account holders by name".

The same applies to Marks & Spencer. The official line in dealing with customers is saying please and thank you, repeating garment sizes, and counting back the change. Beyond that, it is a case of leaving the customer to browse, and being knowledgeable if help is needed. And if there is anything wrong with the service,

M&S gets to hear about it through its centralized customer services department, which receives 43,000 calls a year.

Sir Ralph Halpern's Burton Group has just set up its own customer relations department to enable it to adopt what a spokeswoman calls "a pro-active stance" — that is, finding out what customers want and putting it into action to avoid complaints.

But they claim that there is already a strong awareness of the demands of their different markets. The Top Shop girl, for example, likes to go shopping with her friends and doesn't want anyone's advice, while the Principles customer is a working woman who likes to be helped.

Principles' training manager, Julia Copleston, says: "Retailing is changing — it's becoming a leisure activity. People want staff to smile and be nice."

In addition to "mystery shoppers", employed by the Burton Group to visit their stores and report back, Copleston believes that the financial incentive schemes for team effort are important in raising standards and motivating "sales advisers". But it is a soft sell. If you want a black skirt, you will be asked for what type of occasion. Then it will be pointed out that the skirt is part of a theme, with everything you might need to go with it. Apparently the Principles customer wants a look suggested, and put together for her and with her.

Next, the chain launched by Sir Terence Conran with George Davies as its chairman, has an almost identical attitude. Next issues staff with a comprehensive training package — the Next Selling Skills Package. Next's "sales consultants" do 12 weeks' training, which they say includes body language and the best way to approach a customer. Hence, consultants do not adopt poses which discourage approaches (arms crossed or gazing out of a window) and they do not say, "Can I help you madam/sir?"

The Next approach is to acknowledge a customer's arrival with a smile then to watch for signs of indecision and "assist" in their selection with questions that assess their needs ("what kind of fabric are you looking for?", "who is the garment for?"). Staff are told that Next is all about personal service. Self service is what you get at supermarkets.

Leo Burnett's report concludes by saying the personal touch could be the biggest profit earner. "We've gone through a phase of forgetting the customer," says Norman Preece, training manager for Foster Menswear, part of the Sears Group which also owns Selfridges. "We're now bringing back old-fashioned values, treating the customer like a guest in your home. It's all knowing when to approach and how. By showing lots of care you make more money. It's a mercenary attitude but that's what we're here for, making money."

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About turn for peace

How a right-wing American girl became a British CND candidate



Labour's Fifth-Avenue style: Marjorie Thompson

When she was seven, Marjorie Thompson stood outside a Missouri factory gate distributing leaflets to workers on behalf of the bellicose Republican candidate Barry Goldwater. She was dismayed when the proletariat took the papers and trampled them underfoot. "Why are they throwing our leaflets on the ground?" she inquired. "Because they don't know what's good for them," replied her mother, who was later among Reagan's earliest and most formidable supporters.

For almost 20 years Marjorie followed the example of her mother — and her father (a rich surgeon and member of America's ultra-right John Birch Society), grandfather (a Republican candidate), and grandmother (sent funds to Rhodesia). She became a signed-up Republican, a campaigner for Reagan and Nixon, guest at the Reagan inaugural Ball — and, more recently, a Republican Senator's assistant in Capitol Hill, and an employee on the American nuclear submarine base at Holy Loch in Scotland.

Barry Goldwater would have been proud of her: "When the American Embassy was first stormed in Iran, my reaction was that we should drop nuclear weapons on Iran."

Marjorie Thompson is now 30 years old, a British resident, Labour Party member — and a candidate for one of the four vice-chair positions on British CND. If she is elected by CND members this weekend, she will advocate a concerted campaign to close American missile bases in Britain.

A confident and eloquent figure in a square Chanel-style jacket, Marjorie Thompson has sensibly decided to present her singular past as an asset rather than a shameful secret. "I know more than anybody that certain people in the US in their virulent pursuit of anti-communism are prepared to have a nuclear war."

The tale of her conversion is the more plausible for not having happened in one incandescent flash on the boat to Holy Loch. Indeed it was on that very ferry, four years ago, that the emotions caused by the mountains and the gloaming stirred her to tell a friend, a member of Euro-peace nuclear disarmament: "Gee, you know, I think we have just got to keep nuclear weapons as long as the Russians do." After studying European history in American and British universities, she had already moved far from her orthodox Republicanism, but her perception of American foreign policy was still "making sure the

world was safe for democracy and everybody should get a washing machine".

Married to a British academic, then a member of the radical Glasgow Media Group, Marjorie Thompson was initially quite happy to work on the Holy Loch base, attempting to sell its academic courses for American servicemen to Scottish businesses. But gradually this prolonged intimacy with nuclear missiles began to unsettle her. "Two things bothered me: I knew that the people who were unloading and loading the submarines with missiles drank like other people, and I knew some of them even smoked dope, and I thought that there was a likelihood of an accident as there might be in any human situation. The other thing, which was appalling to me, was that in the country that was the Mother of Parliaments, there seemed to be no control over what we do there."

She followed her husband's career to Cardiff (they are now separated), where she embraced both Labour Party and CND membership and attended her first CND demonstration. She has been CND's parliamentary lobbyist for four years, and the peace button has come to sit elegantly on her Saks Fifth Avenue jacket, the latter a present from her rabidly right-wing father.

In order to stand for vice-chairmanship Thompson has had to resign her paid CND job, and now works for the Labour MP Ann Cwyd. The neatness both of her appearance and political progress have invited suspicions of opportunism and, on occasion, of being a CIA plant. To her, the second change is ironic — for it was after an interview for the CIA in the early Eighties that she discovered the extent of its involvement in Chile — "and I thought I don't want anything to do with these people."

Catherine Bennett

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Parental rights — and wrongs

The social workers will soon be knocking on our door, and asking searching questions about our marriage. They will also be talking to our seven-year-old about his relationship with the man he has always known as daddy.

All this official activity has been provoked by my husband's application to adopt my son from an earlier relationship. Being on the receiving end of such scrutiny brings the conflict between the rights of the child and the rights of the parent straight into our living room.

Yet I am the first person to express anger when social workers fail to act in time to save the life of an abused child. I used to lie awake at night wondering what might have happened if I had been living next door to Kimberley Carlisle instead of those neighbours who, with two exceptions, turned a blind eye and a deaf ear to her screams. Public condemnation of the social

workers who failed to save her was almost unanimous (although we are still waiting for the findings of the official inquiry).

Since then, of course, we have had Cleveland and suddenly, instead of seeing ourselves as indignant neighbours, we imagined what it would be like to have our own children taken from us. The knowledge that such a nightmare actually came true for so many parents inevitably created a particular kind of angst. Since then our fears and indignation have been stoked by reports of a series of other child-care wrangles. Anti-authority hysteria now seems to have reached the point where social agencies are presumed guilty of bleak bureaucratic high-handedness whenever they attempt to intervene.

This week we learned of the tragic fate of Lily Rayner's six children. Mrs Rayner has two living children but had lost her last three babies to a

FIRST PERSON

Ann Kent

mystery illness. As she went into labour on Monday night, social workers were standing by with court papers applying to take this latest child from her. The infant was stillborn.

We don't know the full facts, or even half the facts, of what happened to the first three babies, and why Thameside social services wanted to remove a newborn baby from its family. The medical evidence would have been aired during the court proceedings which will not now take place. But many seemed already to have made up their minds that here was a clear case of the violation of parents' "rights".

Tragically, such over-simplifications can sabotage the efforts of all those who are genuinely concerned to save children from physical and

mental agony. Social workers who should be asking hard probing questions are looking over their own shoulders in case someone accuses them of infringing the parents' rights.

If it was simply a case of parents' rights versus the bureaucrats, I would be the first to cheer. But as events have proved, social workers lack the power and sometimes the will to take on the task of protecting our children.

The health minister, Tony Newton, says that the new laws on child abuse will not be laid before the House until the lessons of Cleveland have been considered. Yet the Government's white paper on the new laws already strengthens the rights of parents. They don't need to be beefed up any more.

Cleveland is the ultimate illustration of the saying that hard cases make bad law. The lasting damage may be that the concern with parents' rights has virtually obliterated the real issue — which is the need to change the law so that

it provides children with greater protection from abuse.

We should not be thinking in terms of parental rights at all, but in terms of responsibilities. If parents look after their offspring in a loving way, then it is inevitably in the children's best interests to stay at home.

Yes, some children may be taken from homes which really aren't too bad. And yes, these mistakes will cause misery. But they won't cause brain damage, blindness, or death. You only achieve those results by mistakenly leaving children in violent homes.

There is a price to be paid for saving children from such a fate, and I am not sure if we are prepared to pay it. The price is that we must open our doors to social workers even when, as in my case, it seems a total invasion of privacy. And if they are not to become totally demoralized by recent events, we must support them rather than cut them down.

Save off the shelf

It's boom time for children's books — partly, explains Jill Slotover, editor of the new Children's Book of the Month Club, "because parents are finally twigging how books can keep them absorbed and quiet for ages". The club sells hundreds of new titles and old favourites (some of which the club has revived from backlists) at a discount. For instance, a complete set of Beatrix Potter for £35, as opposed to £68 in the shops. All are listed with special recommendations for reading aloud, age groups, and so on. The current selection features *Debbie and the Little Devil*, by Booker Prize winner Penelope Lively. Details of the club are available by writing to it at Swindon XSN99 9XX.

BRIEFLY

A round-up of news, views and information

Quote me...



"I won't be wearing minis again. I'm too old, a bit flabby and I'm not much interested in fashion. I really can't stand anything that suggests you must buy a certain label to be an acceptable human being."

Jean Shrimpton

A cut above

This afternoon MPs will be congregating in the Members' Dining Room to watch Britain's top hair-stylists at work. They are lobbying for the licensing or registration of all hairdressers (as required on the Continent and in the US). At present, anybody — inexperienced or unqualified — can pick up their scissors and let snip on the public. While the presentation has a serious aim, it is no secret that the hairdressers taking part would like to get their clippers on some MPs' hair-styles at the same time. Favourite for a make-over seems to be Michael Heseltine. Anthony Mascolo (of Tony & Guy) believes that, like many MPs, Heseltine is "stuck in a time warp. I'd love to get rid of that bouffant".

Josephine Fairley

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Legal action may follow court case baby's death

By Ian Smith

The parents whose stillborn baby son would have made legal history by immediately being made a ward of court were last night considering legal action against their local authority.

Today legal representatives of Mrs Lily Rayner, aged 34, and her husband Phillip will meet senior officials from Tameside social services, Manchester, to receive a full explanation of why the baby would have been taken from his mother minutes after birth, placed in a foster home and parental access refused.

They will then decide whether to institute court proceedings against Tameside council. Mr Paul Terzon, their solicitor, said: "The Rayners deserve now more than ever to know the reasons behind the decision to make their child a ward of court."

Mrs Rayner was recovering at St Mary's Hospital in Manchester yesterday after being taken to the maternity unit at 10pm the previous evening. The already dead child was delivered by caesarean operation.

Mrs Rayner, of Greenwood Avenue, Ashton-under-Lyne, had four earlier pregnancies resulting in stillbirths or miscarriages, and three other children, two girls and a boy, all died within three months of birth.

Mrs Shirley Stonier, the chairman of Tameside social services committee, said she was terribly sad about the stillbirth but remained adamant that the social services department was right in its intention of making the baby a ward of court.

Police and medical experts' advice had been taken and the decision made at a lengthy case conference.

Both Mr Rayner, aged 31 an unemployed fitter and his wife have repeatedly denied being told the reasons for the de-

cision. However, it is understood that the full facts have already been outlined to them and their legal adviser given a full explanation.

Before visiting Mr Rayner and his wife yesterday Mr Terzon said the only information given to the couple was that the ward of court decision "had something to do with the Munchausen syndrome by proxy".

The syndrome is a disorder which according to medical experts can produce either self-inflicted signs of illness or those induced by another person.

Mr Rayner said Tameside social services must share any blame for his son's death. Not once had the department explained officially its wardship proposal, but instead had implied the parents' unsuitability.

He said: "I don't know what, if anything, I am accused of. At the meeting tomorrow they are supposed to be telling me what I am alleged to have done, but until that happens I cannot defend myself or, more importantly, my wife."

Mr Rayner said he believed the social services department had been very unfair in their treatment and it was therefore possible that they contributed to the tragedy.

Mrs Rayner had been hiding at a relative's home to escape media attention when she realized labour had started.

The couple have two surviving children, a boy aged eight and a daughter aged 15 who has been taken into care because her parents say they are unable to control her unruly behaviour.

A decision whether to carry out a post-mortem examination on the stillborn baby will be taken by Mr Leonard Gorodkin, the Manchester coroner.

Survivors greet the royal couple



With a victim: The Princess of Wales gives her autograph to Nathan Chambers, aged 15.



With the bereaved: The royal couple meet Mr Gordon Wilson, who lost his daughter Marie.

Continued from page 1

Two boys aged 15, Nathan Chambers and Ian Carson, who have broken legs, produced autograph books which the royal couple signed. Mrs Daphne Stephenson presented a family bible for signing by the Prince and Princess.

Mr Gordon Wilson, who was accompanied by his wife Joan, son Peter and daughter Julia Ann, was the first person to whom the royal couple were introduced in the officers' mess of the Fourth Battalion of the Ulster Defence Regiment at St Angelo.

Mr Wilson said: "The visit has helped me. Princess Di is a lovely girl."

Julia Ann, Marie's elder sister, said that Marie had received a Duke of Edinburgh gold medal award from Prince Charles a year ago. "When my Mum mentioned that, he knew about it. He was well informed," she said.

Julia Ann said that Prince Charles had remarked: "You obviously don't feel any bitterness."

"We told him we didn't," Julia Ann, aged 25, said. "Princess Diana asked me who I was and I told her who I was and that my sister was killed."

"This is the best thing that has happened. It has really helped. It is lovely to know they care."

"I hope the visit will do some good. We are very honoured indeed by the visit."

The tour was extended by 30 minutes as the royal couple spoke to local politicians, members of the Salvation Army, and the ambulance and fire services before leaving by helicopter.

Sir John Hermon, the RUC Chief Constable, said that the Prince and Princess had spoken to everybody and were impressed by what they saw.

Medical staff said last night that the seven injured in the Erne Hospital are in a stable condition.

However, two of the four patients at Almaguin Hospital in Londonderry are seriously ill and two of the injured in the Royal Victoria Hospital, are very seriously ill.

The appeal fund for the victims of the explosion has reached £56,000 with contributions coming from Britain and the Channel Islands as well as from Northern Ireland and the Irish Republic.

Commons sketch

The mischievous words 'in 1979'

After the walk-outs and the shout-ins, the fall-outs and the lie-ins of the last week or two, dullness has returned at last to the Commons.

This might well be connected with the afternoon's entry of Sir James Callaghan into the House of Lords, to emerge as Lord Callaghan of Cardiff.

For his new Lordship, 1979 represented a peak in his country's fortunes, the general election of that year providing solid evidence that a sizeable minority of the electorate fully supported the direction and policies of the Labour Government.

Less loyal Labour supporters wonder whether it was quite such a great year after all. Sensing this, whenever the Opposition is looking pleased with itself, the Government lets loose the mischievous words "in 1979", and, like a mouse thrown into a vicarage tea party, it never fails to cause a stir.

Mr Norman Fowler is almost as keen on saying "in 1979" as he is on employing the phrase, "The fact of the matter is...". If he can begin a riposte, "The fact of the matter is, in 1979..." then he becomes doubly content.

The Tory version of history asserts that everything has got much, much better since 1979. When this version is challenged with statistics, Tory historians proclaim that everything that has got worse can be blamed fairly and squarely on the shoddy future planning of the last Labour government.

If little money was now being spent on training courses, the fact of the matter was that even less money was being spent in 1979. But weren't one million highly skilled, well-paid jobs now being replaced by non-skilled, lowly-paid jobs? "I don't accept that at all," spluttered Mr Fowler. "The fact of the matter is..."

Labour murmurings were threatening to drown out whatever the fact of the matter might have been, so Mr Fowler repeated, pointing downwards with his forefinger: "The fact of the matter is that unemployment is going down".

By this time, the eyes of Members had been diverted from such rigmarole by the sight of Mr Cyril Smith launching himself out of the Chamber, steaming briefly alongside Mr Norman Tebbit for a bit of a chinwag. As Mr Smith chuckled uproariously, ruffling his hair wildly with his right hand, his face reddening with delight, Mr Tebbit resembled nothing so much as the boy standing on the burning deck.

Craig Brown

Stress not linked with stillbirth, says doctor

By Jill Sherman, Social Services Correspondent

The consultant obstetrician who performed the caesarean operation on Mrs Rayner said, there was no evidence to link the placental separation with stress.

Dr Michael Moresh said that Mrs Rayner had been having very close ante-natal care but monitoring would not have detected the condition which would have developed at the last moment.

He said: "There is no evidence anywhere in world medical literature to categorically support an association between stress and this condition".

He said it was not known why Mrs Rayner had suffered

a placental separation. "This is why this is a true tragedy because we can't explain to the parents why this has occurred."

Mr Peter Brinsden, a gynaecologist based in London, said yesterday placental separation can occur as a result of high blood pressure, trauma such as falling downstairs, or just "out of the blue". He said the placenta became separated from the wall of the uterus, causing the circulation of blood to the baby to be cut off.

Sometimes there were no obvious signs that anything was wrong, though usually a woman would feel pain.

Embattled Dr Higgs not alone

Continued from page 1

What of the case where her tests had proved positive on a child after it was taken into hospital, did she not have doubts about her conclusion that further assaults must therefore have taken place on the ward? "It was the only plausible explanation we could come up with."

For the case where the extent of the anal injury seemed to be "going up and down like a yo-yo" despite the fact that the child was in care - with the consequence that the first grandfather, then the father and finally the foster parents all came under sus-

picion? "Yes, that worried me a great deal."

Surely asked Mr Thorpe, knowing the enormous consequences, social and legal, of such diagnoses it was not enough to give an opinion and argue what happened next was not her affair; the doctor must also ask of his findings, "Is it credible, is it sensible, and did you do that?"

"Yes, it (anal dilatation) is a very serious issue. And must form part of the jigsaw of assessment."

Of the nurses whose wards were suddenly swamped by children swept into care: "I

knew they were very busy - but not how upset they were that night."

That night? When the three nurses, Mr Thorpe explained, complained about five sick children being awoken late at night to be retested for sexual abuse. "There was only one child," said Dr Higgs, "who was really sick. That is, on a drip," the others, she said, "were much less ill".

Middlesbrough, this sprawl of gaunt iron and smoky towers arising out of a soft green land provides indeed a prospect "where only man is vile".

But how vile? For what we have to hold on to is that there is no suggestion that what Dr Higgs has uncovered in the North-east is a sort of medico-geographical aberration. No one has said that there is something evil in the air, something in the water, something in the beer on Teesside.

Consequently if her tests are proved an accurate gauge, her employment of them a sensible methodology and her statistical conclusions are justifiable extrapolation, what is happening in the exposure is a truly appalling stain on our nation, if indeed not on our species.

Iran arms report anger

Continued from page 1

its Contra policy and the Iran arms initiative.

Three Republican members, including Senator Warren Rudman, the vice-chairman, did join the Democratic majority in signing the main report. But the others, mostly strong conservatives, were deeply upset at what they regard as a partisan effort to blame the White House. In a clear attempt to undercut the impact of the report they leaked the text of their disagreement to *The New York Times*.

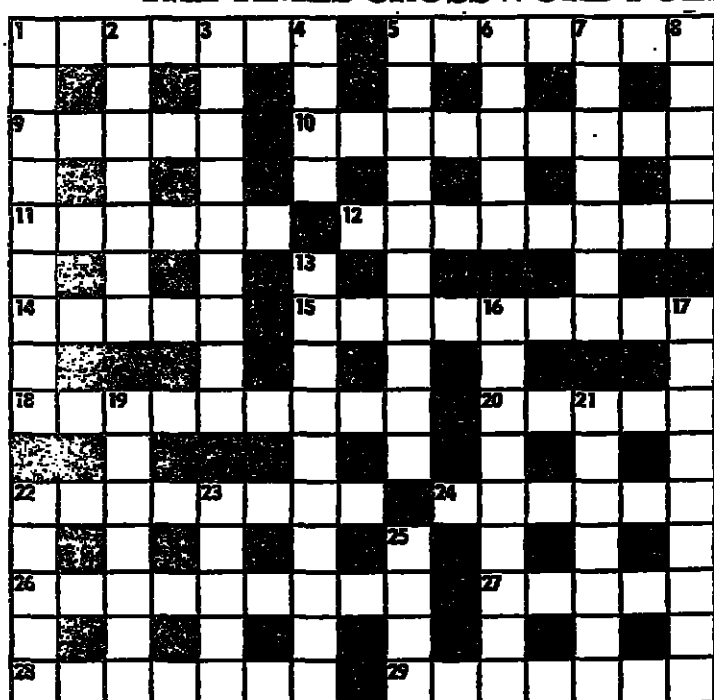
The full report was due to be published yesterday, but was held up because of printing difficulties.

While admitting that President Reagan made "mistakes" in the affair, the Republican minority claim he did not know about the potentially illegal diversion of profits to the Nicaraguan rebels.

"The evidence shows that the President did not know. Any attempt to suggest otherwise can only be seen as an effort to sow needless doubts in the hope of reaping a partisan political advantage" they said.

Mr Channon then listed an off-putting number of major road initiatives. "Half of them coded off" yelled Labour. All because of Labour, said Mr Channon, swiftly looking up those figures for 1979.

THE TIMES CROSSWORD PUZZLE No 17,517



- ACROSS**
- Supporter found in B row (7).
 - Subjugated Italian leader captured by Russian (7).
 - Side in the end shows evidence of progress (5).
 - Distinguished individual on the track (9).
 - Condition of marsh revealed by turf study (6).
 - Position a doctor backs as an example (8).
 - Faulty link-up cut off space traveller (5).
 - "This brave o'erhanging... this majestic roof..." (Hamlet) (9).
 - Impeccable advice to heavy-handed colourist (9).
 - Old clothes assumed to be worn out (5).
 - Lodger the host cannot get rid of (8).
 - Beds possibly have an effect unknown (6).
 - Pays further attention to a pupil's practice session (9).
 - Notes about alternative worship (5).
 - Deliver plant without charge (14).
 - Small-time collector, one inclined to go after gems initially (7).
- DOWN**
- West Country seamen thrown in the water (4,5).
 - Leave a group performing (7).
 - Like drink fermenting in its container (9).
 - Give evidence lacking at trial (4).
 - Maltese perhaps after title and locking belt (15,5).
 - Exhaust pipe (5).
 - Match points are given after short competition (7).
 - Courses taken by girl and boy (5).
 - A smack leaving a lingering impression (5,5).
 - Navigational aid once derived from tables or a broadcast (9).
 - Beastly open air diner (5,4).
 - Effort of course is wasted when temperature is high (3,4).
 - Managed to advance capital (7).
 - Second thoughts about animal enclosure in public places (5).
 - Commotion about a stage of the flight (5).
 - Jam car-starter with piece of wood (4).

WORD-WATCHING

A daily safari through the language jungle. Which of the possible definitions is correct?

- SCUTTLEBUTT**
- Informal name for a type of land crab
 - A shipboard drinking fountain
 - Gossip
- PILGRALIC**
- Bog vetch
 - A Hanseatic merchant in furs
 - A bald man
- CENTO**
- A fast gavotte
 - A poem made of quotations
 - The 100 articles of the Interior of Augsburg
- EPISTEMOLOGY**
- Collecting beer mats
 - The science of grafting succulents
 - The study of knowledge
- Solutions on page 22, column 8

Solution to Puzzle No 17,516

ACROSS: 1. B. 2. C. 3. D. 4. E. 5. F. 6. G. 7. H. 8. I. 9. J. 10. K. 11. L. 12. M. 13. N. 14. O. 15. P. 16. Q. 17. R. 18. S. 19. T. 20. U. 21. V. 22. W. 23. X. 24. Y. 25. Z. 26. AA. 27. AB. 28. AC. 29. AD.

WEATHER

Wales and southern England will be mostly cloudy with occasional drizzle and widespread hill fog. Eastern England and the Midlands will begin cloudy with drizzle, lifting later. Northern Ireland, northern England and Scotland will have some heavy rain followed by brighter showery weather in the north. Temperatures above average, except in northern Scotland. Outlook: Rain moving south.

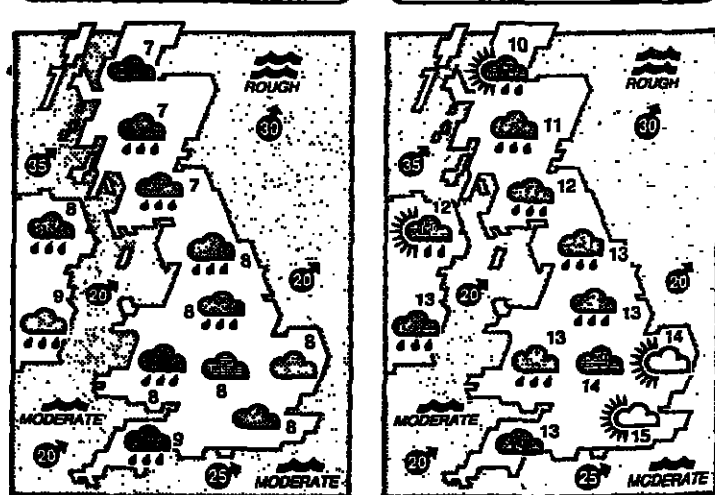
ABROAD

Location	Temp	Wind	Cloud
Algeria	12-18	SE	1-2
Amman	10-15	SE	1-2
Baghdad	12-18	SE	1-2
Bombay	24-30	SE	1-2
Buenos Aires	12-18	SE	1-2
Cairo	12-18	SE	1-2
Calcutta	24-30	SE	1-2
Colon	24-30	SE	1-2
Cuba	24-30	SE	1-2
Dubai	24-30	SE	1-2
Hong Kong	24-30	SE	1-2
London	12-18	SE	1-2
Madras	24-30	SE	1-2
Manila	24-30	SE	1-2
Mexico City	12-18	SE	1-2
Mumbai	24-30	SE	1-2
Nairobi	12-18	SE	1-2
Rangoon	24-30	SE	1-2
San Francisco	12-18	SE	1-2
Singapore	24-30	SE	1-2
Tokyo	12-18	SE	1-2
Washington	12-18	SE	1-2
Zanzibar	12-18	SE	1-2

AROUND BRITAIN

Location	Temp	Wind	Cloud
Cardiff	12-18	SE	1-2
Edinburgh	12-18	SE	1-2
London	12-18	SE	1-2
Manchester	12-18	SE	1-2
Newcastle	12-18	SE	1-2
Nottingham	12-18	SE	1-2
Sheffield	12-18	SE	1-2
Southampton	12-18	SE	1-2
Stirling	12-18	SE	1-2
Wolverhampton	12-18	SE	1-2
York	12-18	SE	1-2

AM



LIGHTING-UP TIME

London 4.30 pm to 6.54 am
Bristol 4.40 pm to 7.04 am
Edinburgh 4.30 pm to 7.11 am
Manchester 4.30 pm to 7.11 am
Penzance 5.00 pm to 7.11 am

YESTERDAY

Location	Temp	Wind	Cloud
Belfast	10-15	SE	1-2
Birmingham	12-18	SE	1-2
Cardiff	12-18	SE	1-2
Edinburgh	12-18	SE	1-2
London	12-18	SE	1-2
Manchester	12-18	SE	1-2
Newcastle	12-18	SE	1-2
Nottingham	12-18	SE	1-2
Sheffield	12-18	SE	1-2
Southampton	12-18	SE	1-2
Stirling	12-18	SE	1-2
Wolverhampton	12-18	SE	1-2
York	12-18	SE	1-2

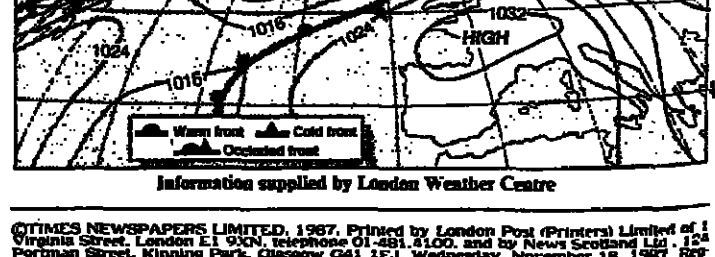
HIGHEST & LOWEST

Monday: Highest day temp: London Weather Centre, 14C (57F); lowest day max: Cardiff, 10C (50F); highest night min: Cardiff, 12C (54F); lowest night min: Cardiff, 12C (54F). Bar, mean sea level, 6 pm, 1010 mbars - 29.53 in.

MANCHESTER

Monday: Temp: max 6 am to 6 pm, 11C (52F); min 6 pm to 6 am, 5C (41F). Rain, 24hr to 6 pm, 0.47 in. Sun: 24 hr to 6 pm, 0.5 in.

NOON TODAY



Information supplied by London Weather Centre

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WEDNESDAY NOVEMBER 18 1987

Executive Editor
Kenneth Fleet

STOCK MARKET

FT 30 Share
1310.6 (-15.0)
FT-SE 100
1660.1 (-24.6)

Bargains
26011 (38342)

USM (Datastream)
138.97 (-2.22)

THE POUND

US dollar
1.7610 (+0.0175)
W German mark
2.9840 (+0.0070)
Trade-weighted
75.0 (+0.2)

Piccadilly
on right
wavelength

Piccadilly Radio, the Manchester commercial station, pushed pre-tax profits up to £764,587, helped by a reduction in IBA rental payments. The cut in rentals transformed a gain of 12 per cent at the operating level to 45 per cent in pretax terms.

Turnover rose from £4.4 million to £6.115 million, helped by substantially higher advertising revenues and new business developments.

Holders of non-voting shares will receive a final payment of 1.375p a share, making a total 2.25p for the year (2p). A final dividend of 0.75p is to be paid for the A shares, making a total of 4.5p (4p).

T-Line buyout

Thomson T-Line has sold its storage and transport company, Bulk Storage, to a management buyout team for a nominal £1. The deal will effectively release Thomson from debt totalling £4.05 million. Bulk Storage, which made losses of £586,000 in the 13-month period to end-April, has net assets of £1.6 million.

Fenner rise

JH Fenner, which fought off a hostile bid from Hawker Siddeley in 1984, staged a strong profits recovery in the year ended August with profits up from £4.77 million to £7.61 million, allowing it to raise the final dividend from 3p to 3.75p a share, making 6.25p (5p) for the year.

Tempus, page 26

SUMMARY

STOCK MARKETS

New York	Dow Jones	1897.55 (-51.55)
Tokyo	Nikkei Average	22344.28 (-271.15)
Hong Kong	Hong Kong	2250.37 (-20.49)
Amsterdam	Gen	221.9 (-8.7)
Sydney	AO	1296.8 (-4.7)
Frankfurt	Commerzbank	1356.2 (-48.3)
Buenos Aires	General	3906.5 (-28.3)
Paris	CAC	2267.1 (-13.7)
Zurich	SWK Gen	448.8 (-17.7)
London	FT-30	1310.6 (-15.0)
FT-100		1660.1 (-24.6)
FT Gold Miners		234.0 (-10.5)
FT Food Int'l		95.34 (+0.14)
FT Govt Secs		90.74 (+0.46)
Recent Issues		Page 28
Closing prices		Page 29

MAIN PRICE CHANGES

RISERS:	
BICC	303p (+10p)
G Scholes	425p (+20p)
JH Fenner	136p (+13p)
Brammer	225p (+13p)
Carlton Comm	560p (+27p)
Sun Alliance	823p (+18p)
Radio City	55p (+10p)
Sonic	105p (+30p)
Bell Group	103p (+15p)
Bell Resources	83p (+15p)

FALLS:

Marles & Spencer	198p (-12p)
BOC Group	344p (-17p)
Meyer Intl	319p (-20p)
TI Group	247p (-11p)
Jaguar	312p (-10p)
Whitbread	280p (-11p)
Unilever	458p (-12p)
Read Intl	344p (-14p)

Prices are as at 4pm

INTEREST RATES

London Bank Base	9%
3-month interbank	9.5-9.75%
3-month eligible bills	9.5-9.75% buying rate
US Prime Rate	8.5%
Federal Funds	6.5%
3-month Treasury bills	5.95-5.95%
30-year bonds	9.5-9.75%

CURRENCIES

London:	New York:
£/\$	2.17610
£/DM	2.9840
£/Sfr	2.219
£/FF	16.66
£/Yen	234.0
£/Indec	75.0
ECU	16.62103

GOLD

London Fixing:	
AM \$463.55 pm \$464.60	
close \$464.50-465.00 (\$263.75-264.25)	
New York:	
Comex \$464.50-464.80	

NORTH SEA OIL

Brent (Dec) pm \$17.55 (\$17.82)	
Denotes latest trading price	
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Share prices slide as US budget deal stumbles towards deadline

Deficit talks drag down dollar

By David Smith, Michael Clark and Bailey Morris

Negotiations on the US budget deficit continued without agreement yesterday amid market fears that a workable deal would not be achieved by Friday's deadline.

The slow progress towards a deal and the lack of clarification from the White House on President Reagan's comments on Monday weighed heavily on the dollar and share prices.

The dollar dropped below the key DM1.70 level, closing at 1.7610 in London. The pound rose by 1.75 cents to close at \$1.7610.

Share prices in London ended the day on a flat note, worried by the lack of progress in the US budget deficit talks and the dull start to Wall Street.

The better-than-expected PSBR figures, showing a surplus of £1 billion last month, boosted gilts by up to 1/4p and enabled the equity market to stage a brief rally. But investors proved unwilling to chase prices higher.

The FT-SE 100 index finished at its lowest level of the day, 24.6 down at 1,660.1. The FT index of top 30 shares lost 15.0 points to 1,310.6.

The Dow Jones industrial average was down 43.60 points at 1,905.50 in early trading.

Individual negotiators involved in the Washington talks said a deal would be reached by Friday.

Senator Thomas Foley, who is chairing the talks, denied suggestions that the talks had broken down. He said there would be an agreement in principle by Friday.

Senator Robert Packwood, a Republican, said there was a "possibility" that an agreement would not be reached by Friday, but that the chances of a collapse were very small.

The negotiations have stalled on \$2 billion of reductions in Social Security payments. However, there are also doubts about Mr Reagan's acceptance of a package that includes \$10 billion of tax increases.

The markets have inter-

rupted the negotiators' difficulty in achieving the last \$2 billion of the package as indicating that the "real" deficit reduction contained in the agreement may be no more than the \$23 billion (£13.5 billion) required under the Gramm-Rudman legislation.

The top leaders in Congress met White House officials privately yesterday to try to break the budget-cutting stalemate. It was the first time the top leadership had broken away from the larger negotiating group in an effort to finalize a deal. The meeting was attended by all the key players except President Reagan, who was to meet Republican Congressional officials later.

The meeting was held in an atmosphere of concern that

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financial markets and world opinion would turn against America if an agreement could not be reached.

Leading US newspapers carried front-page reports quoting Mrs Thatcher's speech at the annual Lord Mayor's banquet in which she urged the US to act decisively on achieving deficit cuts that would be "sufficient to restore confidence."

Congressional negotiators said they regarded Mrs Thatcher's advice to ignore economists who warn against tax increases as a clear signal that America's closest allies expected substantive deficit reductions of more than \$23 billion. "I hope the President heeded the Prime Minister's advice on taxes," said a leading Congressional official.

There was considerable

	Monthly	Cumulative
PSBR (£m)		87-88
April	1,900	1,900
May	-247	1,653
June	-531	1,022
July	-417	605
Aug	714	1,319
Sept	124	1,443
Oct	-282	461

Source: Treasury

confusion, however, over President Reagan's stand after he said on Monday that tax increases were not the way to reduce the \$179 billion US deficit.

In addition, Mr Reagan appeared to scale back his expectations from the talks, saying he was confident that the deficit would be reduced by \$23 billion "one way or another." The Gramm-Rudman balanced budget law requires automatic cuts of \$23 billion by Friday if no compromise is reached.

The working group met in an attempt to agree on new programme reductions on the decision to again take social security benefits off the table after Mr Claude Pepper, the oldest member of congress, led a group of angry senior citizens in opposition.

Mr Pepper, noting that 31 million elderly Americans benefited from social security, warned the negotiators that "there will be political fallout if this is pursued."

Congressional officials said it was still possible to achieve \$30 billion in reductions without tampering with social security benefits but only if a substantial tax increase of between \$10 billion and \$12 billion was included in the programme.

"We are only \$2 billion to \$3 billion apart on the programme cuts and we can find those savings if President Reagan will agree to a tax increase; \$12 billion is really not much when you are talking about a \$1 trillion budget and a deficit of \$180 billion."

The group met yesterday to try to reconstruct an agreement. Included in the talks were Mr James Wright, the House speaker, Senator Foley, the House majority leader, Mr Robert Byrd, the Senate majority leader, Mr Robert Do Le, the Senate Republican minority leader, Mr James Baker, the Treasury Secretary, Mr Howard Baker, the White House Chief of Staff, and Mr Robert Michael, the House Republican minority leader.



Deficit blues: Treasury Secretary James Baker (left) with Budget Director James Miller

OECD calls for cut in rates

By David Smith, Economics Correspondent

Senior officials from the leading industrial countries, meeting in Paris, said that there was scope for lower interest rates worldwide and for further action to boost growth in Germany.

The two-day meeting of the economic policy committee of the Organization for Economic Co-operation and Development concluded that the main central banks should continue to respond to the world financial crisis by providing liquidity.

In addition, fiscal policy moves by Germany were judged to be an appropriate response to the prospect of slower world growth, although the scope for such action in

other countries was seen to be limited. The OECD meeting, which could be seen as a rehearsal for the Group of Seven meeting which is expected to follow a budget accord in the US, did not call for Japanese fiscal action.

Japan is generally judged to have fulfilled her international obligations, but Germany - still growing sluggishly - is viewed as excessively cautious.

The committee stressed the desirability of exchange rate stability, but also emphasized the importance of greater compatibility of economic policy and performance among the main economies

The OECD statement said: "Monetary policy should accommodate the demand for additional liquidity and should sustain non-inflationary growth. Interest rates need not increase from present levels and could come down."

The OECD has revised down its growth forecasts for the next 18 months.

Forecasts presented by OECD economists suggested a half-point cut in the growth rate to 1.75 per cent. However, several members of the economic policy committee, including Sir Peter Middleton, the Treasury's representative, said that this was too pessimistic and that growth of 2 per cent was more likely.

Bell sells 2.5% of BHP

From Richard Battley, Sydney

Mr Robert Holmes & Court's Bell Resources yesterday sold 2.5 per cent of BHP for more than Aus\$270 million (£106 million).

The 39 million shares were sold by a private treaty to the State Government Insurance Commission of Western Australia.

Mr Alan Newman, the general manager of Bell, said the sale would reduce Bell's holdings in Australia's premier company to under 30 per cent.

This was necessary to honour an agreement struck with Elders IXL, BHP's second-largest shareholder, that Bell's

holdings would not exceed that proportion.

Mr Newman said that after Merrill Lynch's cancellation of the underwriting of \$Aus 1 billion Bell convertible note issue, it was decided to expand the group's "war-chest".

The sale last Friday of prime inner-city properties owned by Bell Group, Mr Holmes & Court's flagship, for Aus\$206 million was part of that plan, he said. They were bought also by the SGIC.

The sale has led to criticism that the West Australian government is using public funds to assist entrepreneurial companies in the wake of the stock market crash. Last

month, the state government joined in the Aus\$370 million rescue of Rothwell, the merchant bank, led by another Perth entrepreneur, Mr Laurie Connell. This included a Aus\$150 million indemnity from the WA government.

The sale of the BHP stake coincides with perceptions that Mr Holmes & Court, Australia's richest man before the crash, is under pressure to realize assets to thwart potential but unwelcome takeover offers.

Such speculation was intensified yesterday by resumed demand for stock in both Bell Group and Bell Resources.

Standard speculation grows

By Richard Thomson, Banking Correspondent

A question mark hung over Mr Robert Holmes & Court's 15 per cent shareholding in Standard Chartered Bank yesterday as no representative from the beleaguered Bell Group appeared for the monthly board meeting.

It is believed to be the first meeting not to have been attended by a Bell Group rep-

resentative since Mr Holmes & Court became deputy chairman of the bank this summer. He usually attends the board meetings or is represented by Mr Alan Newman, the managing director of Bell Group in Britain. However, both were in Australia yesterday.

Their absence from the

board meeting prompted renewed City speculation over Bell Group's relationship with Standard. Mr Holmes & Court's companies have suffered heavily in the world stock market collapse and there were fears last week that he was close to selling his holding in the bank. He is one of the bank's largest clients, with substantial credit lines.

Parkinson imposes conditions on electricity bidders

Top priority for nuclear power

By David Young, Energy Correspondent

The Government is to insist that companies entering the electricity generating business once the electricity supply industry is privatized give an assurance that a minimum percentage of their investment will go to nuclear power.

Mr Cecil Parkinson, the Secretary of State for Energy, is meeting his team of advisers at the Department of Energy this weekend to decide how the industry should be split up for privatization.

However, it is understood that Mr Parkinson and the Prime Minister have agreed that whatever form privatization takes, there should be no disruption to the nuclear power programme.

It is likely that they will insist that a minimum of about 15 per cent of the power produced by any private generating industry should come from nuclear stations. Private generators will be encouraged to invest in new nuclear plant or will have to give an undertaking that a proportion of the power they provide to their customers must be bought from the existing network of CEBG nuclear power stations.

Mr Parkinson said yesterday: "I would like to make it clear that we will remain fully committed to our nuclear programme, and diversity of supply leading to security of supply is one of the major reasons for it."

"I do not regard it as a contradiction to say on the one hand that we want a private electricity industry, but that on the other the Government will still have strategic objectives. The two are in no way mutually exclusive."

"There are parallels elsewhere in energy. We clearly have strategic policies in the North Sea, but that does not mean that we rely on a state-owned, monopolistic industry to service our objectives."

Opponents of nuclear power have suggested that no commercial company would put money into nuclear power,

Electricity call 28

preferring instead to build low capital cost power plant burning coal, oil or possibly natural gas.

However, Mrs Thatcher, who has supported Lord Marshall, the CEBG chairman, throughout his campaign to build pressurized water-cooled reactors (PWRs), is believed to be insisting that eventually more than 25 per cent of the country's electricity should come from nuclear stations.

Mr Parkinson also said the recent stock market collapse had not affected the Government's commitment to privatization.

"Nothing has altered our resolve to privatize electricity. Preparatory work on devising a structure for the industry is

proceeding on time and very constructively."

"We have had extensive discussions with all interested parties. We are receiving expert independent advice on the technical, regulatory and financial aspects. And we anticipate coming to Parliament with details of our proposals in the first part of next year."

Mr Parkinson repeated yesterday that effective competition in the industry was his prime concern.

"At present the CEBG accounts for 80 per cent of what customers pay in their electricity bills. I am convinced that competition will be a downward pressure on long-term prices, and that it will therefore benefit British industry."

He also said he was surprised that many supporters of privatization and competition - an oblique reference to the CBI - had complained about prices being raised to give the electricity industry a reasonable return.

He said: "If you want competition you have to make it possible for competitors to enter the business."

"The fact is that there is no reason why a realistic rate of return should work against customers' interests. No one who believes in capitalism can possibly argue that barely profitable companies, without adequate funds for investment, give customers the best service or, in the long term, the best prices. Surely those who speak for industry must accept this."

Meyer up to £31m at half time

By Alexandra Jackson

A profit of £5 million from the sale of a disused property at Grays, Essex, contributed to the £11.1 million increase in pretax profits to £31.3 million from Meyer International, the timber and builders' merchant group, for the six months to end-September.

Also included was £1.8 million from the disposal of other fixed assets. Underlying trading profits rose 29 per cent to £25.6 million on turnover 17 per cent higher at £351.8 million. An interim dividend of 2.4p per share was declared, a rise of 12 per cent.

Strong demand for all of the group's products led trading margins to widen from 6.6 per cent to 7.3 per cent, but gross margins were unchanged.

Net interest paid increased from £908,000 to £1.2 million although the group now has £8.7 million of net cash. Acquisitions are being sought at home and abroad.

As in the first half last year, the absence of pension fund contributions boosted profits by £1.5 million.

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Mystery buyer raids BP shares

By John Bell, City Editor

A mystery buyer, believed to be the government of Kuwait, yesterday staged a raid on BP, Britain's biggest oil company, through heavy buying of the new shares issued in the ill-fated £7.5 billion share sale.

There was massive turnover in BP new shares throughout the day, totalling 40 per cent of the business transacted on the London Stock Exchange.

More than 274 million shares changed hands, and analysts suggested that the mystery buyer may already have accumulated shares by 6p to 85p. In the past two weeks they have been

quoted in the market as low as 71 1/2p.

Technically, the new shares represent a more expensive way to invest in BP than the old shares, in which dealings were a modest 13 million yesterday. But market-makers pointed out that it would be much easier for an aggressive buyer to assemble a sizeable holding in BP through purchases of the new stock from underwriters forced to take shares when the issue proved a flop.

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URWICK MANAGEMENT CENTRE

BUSINESS SUMMARY

Acquisitions pay off at Normans Group

Normans Group, the West Country discount retailer, is making its acquisition policy pay. Profits for the half-year to the end of September are up from £1.07 million to £1.53 million, with the help of a three-month contribution from the Joplings department store chain in north-east England, bought in the summer for £9.8 million.

The board says the merger with Joplings has been carried through quickly and that the integration of the freezer shop chain, Freezway, purchased in September for £1.4 million, and Waldens Wildlife Foods, acquired last month for a similar figure, are proceeding rapidly. The interim dividend rises from 0.95p to 1.05p a share, and earnings from 1.96p to 2.22p.

Simon in Swedish deal

Simon Engineering is increasing its range of power access platforms with the acquisition of Eurolift from the Swedish AB Kraljyft group for £1.4 million in cash. Eurolift, based in Cork, Ireland, makes a range of lightweight, articulated and telescopic access platforms that complement Simon's existing products. It will be re-named Simon-Eurolift.

Half-year rise at Young

Lower beer sales at Young & Co's Brewery, the south London brewer, held back expected growth in the summer. However, in the half-year to end-September, pre-tax profits rose from £2.02 million to £2.22 million, on turnover up from £21.3 million to £22.5 million. Earnings per share are up from 10.11p to 11.14p, and the interim dividend is increased from 4p to 4.5p a share.

Infrared detects a rise

Infrared Associates, the New Jersey infrared detector manufacturer with a USM quote, has lifted pre-tax profits from \$371,000 to \$405,000 (£236,000) in the half-year to end-August, on a turnover up from \$1.61 million to \$2.22 million. The progress should continue. Infrared's markets are buoyant, its product range is expanding and orders rose sharply in the second quarter.

Outstanding orders at the half-year were \$2.5 million and more personnel are being recruited to handle the increased demand. The new Infrared Systems division continued to lose money in the first quarter, but more than compensated in the second to produce a half-year operating profit of \$31,000 against a \$73,000 loss last time.

Committee to probe HKSE

A committee, formed to review Hong Kong's share and futures trading, will complete its work in six months, committee chairman Mr Ian Hay Davison (right) said. Mr Davison, the former chief executive of Lloyd's of London, said that the committee would seek opinions from the industry, including stock exchange officials and brokers, on possible reforms to protect investors.



CML interim up 25%

CML Microsystems, the specialized electronic devices manufacturer quoted on the Unlisted Securities Market, has reported a 25 per cent increase in interim profits. Pre-tax profit in the six months ended September 30 rose from \$902,000 to £1.13 million, on a turnover of £4.03 million. The board says semiconductor sales were ahead of budget, and progress was made in marketing new products. However, as planned, expenditure on product and market development increased significantly. The company pays a dividend once a year when final results are to hand. Yesterday CML shares were 4p easier, at 126p.

Forty bid for TSE seats

Forty securities firms, half of them foreign, had applied for membership of the Tokyo Stock Exchange by yesterday's final application deadline. There are 22 new seats available and they will bring the number of exchange members up to 114. The Exchange expects to have decided on who will be accepted as members by the end of December.

Tomkinsons profits soar

Tomkinsons, the carpet manufacturer, pushed pre-tax profits up, from £1.8 million to £3.3 million, last year. Sales rose from £20 million to £23.7 million. The board says the demand for its products is at record levels. Shareholders collect a total dividend payment of 7p, up from 4p the year before. On the stock market, the shares held steady at 410p.

STOCK MARKETS

BP new shares fever grows on talk of stake-building

By Michael Clark and Geoffrey Foster

Trading in BP new shares reached almost fever pitch yesterday as stories revealed to do the rounds that someone was trying to build up a sizeable stake in the company.

By the close of business, a massive 274 million new shares had been traded - accounting for around 40 per cent of yesterday's entire stock market volume of 671.2 million shares.

The price of the new shares closed 6p higher at 85p with brokers like Hoare Govett, Merrill Lynch, Warburg Securities and Salomon Bros thought to be big buyers of the shares.

Early talk claimed that the Kuwait Investment Office, which last week was revealed to have built up a 4.9 per cent stake in BP through the new shares, was buying more shares on behalf of the Kuwaiti government. Dealers also claim that Exxon, the world's biggest oil company, as well as the Sultan of Brunei may be interested in building up a sizeable interest.

The Government sold its remaining stake in BP to the public last month, pricing the shares at 330p each with investors asked to make an initial down payment of 120p. But the success of the issue was undermined by the collapse in the rest of the market and the bulk of the shares were left with the underwriters. The Bank of England has introduced a 70p safety net which will be withdrawn on December 11, although it can be extended until January 6.

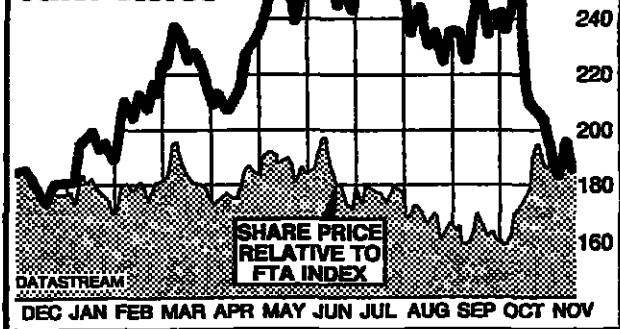
Buying the new shares is an expensive way of building up a stake in BP. At these levels, it is the equivalent of paying 295p a share in their fully-paid form. But fund managers have more opportunity of dealing in larger quantities in the new and there is already an 8.5p dividend built in.

The ordinary finished 8p dearer at 257p on a much lower turnover of 13 million shares.

The rest of the equity market ended the day on a flat note after a dull start to trading on Wall Street, where the Dow Jones industrial average opened 31 points lower at 1,918.1.

Dealers said investors were unwilling to open new positions until something positive emerges from the US budget deficit talks. Attempts at a rally at about mid-morning, following the better-than-expected PSBR figures, soon ran out of steam, leaving prices to drift. The losses accelerated

MARKS & SPENCER: investors urged to switch to other stores



after hours with the FT-SE 100 closing at its lowest of the day, 24.6 points down at 1,660.1. The narrower FT 30 index fell 15.0 points to 1,310.6.

The only bright spot were government securities, which closed with gains stretching to 4p at the longer end, helped by a steadier pound and the latest economic news.

Glaxo drifted lower with the rest of the market, falling by 21p to £10.50 at the start of a visit by a group of analysts to its operations in North Carolina.

The Glaxo share price has been dragged down from a recent peak of £18.50 by disappointing annual figures

Frederick Cooper firmed 2p to 132p yesterday

making a two-day rise of 12p - following publication of several bullish circulars from Charterhouse Tilley and its own broker, Phillips & Drew. Analysts are looking for pre-tax profits to grow from £3.9 million to £4.7 million this year.

and the shake-out in the rest of the market. A number of brokers are now claiming that the fall has been overdone, but they are worried by the group's exposure to the weak dollar.

Shares of Marks & Spencer, Britain's biggest retailer, which have been outperforming the market during the past month, helped by its defensive qualities and lack of exposure to North America, ran into a few nervous sellers and closed 13.5p lower at 183.5p as 11 million shares changed hands.

Last month, the group disappointed the market with interim pre-tax profits of £171.7 million. But the most worrying features were the almost unchanged sales of £1.9 billion and growth of only 2 per cent in British clothing sales.

Lord Rayner, the chairman, blamed the weather and said that clothing sales had been depressed by unseasonal conditions in the late spring and early autumn. But he sweetened the pill by forecasting an improved performance in the second half, traditionally the stronger period.

Mr Philip Dorgan, a stores analyst at Citicorp Scrimgeour Vickers, the broker, is sceptical of the chairman's comments and suggests that the group's disappointing work-environment had a lot to do with the decline in sales. He advises investors to switch out of M&S and into other big retailers like Great Universal Stores or Sear's.

Mr Zak Keshavjee, an analyst at SBCI Savory Millin, a broker, also believes investors should desert M&S and switch to Boots.

He was also not impressed with the company's explanation of unseasonal weather for the disappointing sales growth of 4.9 per cent and the marked volume decline in clothing. He blames customers' resistance to the up-market merchandise shift and reckons that the charge card does not necessarily work in the group's favour. He says: "Far from hoisting sales growth, it could be exerting a negative influence."

Mr Keshavjee predicts sales growth of just under 8.5 per cent in the second half and of under 7 per cent for the year, resulting in a volume decline of almost 2 per cent compared with nearly 4 per cent in the first half.

Boots, the chemist, eased 3p to 233p ahead of today's interim results.

Boots, which recently revitalized its management team with the appointment of Sir James Blyth, the former managing director of Plessey, a chief executive, is also considered a buy by Dr Arnab Banerji, an analyst at Nomura Securities, the broker.

He believes that the group's interim figures will show buoyant trading at home and the consolidation benefits of its acquisitions abroad.

Powerscreen International, the energy sources and mobile crushing equipment group which used to trade under the name of British Benzol, lost an early 5p lead to close 1p lighter on the day at 119p. Kleinwort Grieveson, the broker, has just published a review of the company and rates the shares as a buy.

Kleinwort says that Powerscreen is growing at between 25 per cent and 30 per cent a year, while generating plenty of cash and improving the overall quality of earnings.

Interim figures next week should reveal pre-tax profits up from £3.9 million to £6.7 million, while the full-year figure, to March 31, should see profits grow from £8.03 million to £11.5 million. Kleinwort has already pencilled in a figure of £14.5 million for next year where the prospective p/e falls to 6.8.

Awcon, the international engineering group, is showing signs of recovery after hitting a low of 48p. The price held steady at 64p yesterday, amid renewed talk that a mystery buyer has been stalking the shares. Hopes are high that a full bid could follow.

Costain, the construction, property and mining group,

Coloroll, the soft furnishings group, has been stronger after a bullish circular from Shearson Lehman Securities, which is looking for pre-tax profits for the year to grow from £10.3 million to £29 million despite disappointing interim figures. The price eased 2p to 264p yesterday.

attracted considerable speculative support and ended the session 6p higher at 263p, after 268p.

Whispers in the market suggested that Trafalgar House, the construction, hotel and shipping conglomerate created by Sir Nigel Brookes, was stake-building. Recently, TH revealed that it had increased its stake in Costain to just above 5 per cent.

Blue Arrow, the employment agency which recently trebled its size through the \$1.3 billion acquisition of Manpower, the US group, reflected the general, quietly dull trend, closing 3p lower at 93.5p.

County Natwest, the broker, reckons the shares look like one of the most attractive buys in the market.

New dawn for the Midland

Midland Bank's shareholders must be wondering what has hit them. Since last week's news of Hongkong & Shanghai Banking Corporation's proposed 14.9 per cent investment, Midland has been out of the market for a higher prospective p/e rating for next year than National Westminster, the sector's quality share.

Some shareholders may yet have qualms about the deal. Crucially, it dilutes earnings by about 10 per cent and earnings per share in 1988 may be at or below last year's level of 77.5p.

But the deal greatly improves Midland's quality as an investment. The bank's vulnerability to further bad debt provisioning makes the £400 million injection a crucial addition to its capital. Amazingly, it will be the best capitalized of the English clearers.

The bank is also freed from takeover speculation and may make valuable gains from rationalizing operations with Hongkong & Shanghai (although it will take time to see how valuable this really is).

Brokers' profit forecasts range from about £420 million to £490 million in 1987, and £670 million to £760 million next year, compared with £434 million last time. The unpredictability of the Third World debt situation makes profits hard to gauge.

There is a good argument, therefore, to sell Midland shares into their present strength. But, says Wood Mackenzie, the broker, if Hongkong & Shanghai eventually buys all of Midland, there could be a share price gain of some 140 per cent in three years' time even on relatively pessimistic profit assumptions.

Meyer trades up

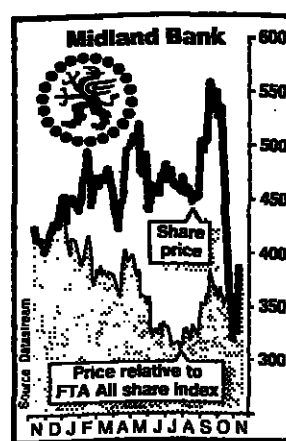
Meyer International has taken minimal risks when diversifying away from its origins in volatile timber importing and wholesaling.

Builders' merchanting has provided the main growth, now providing approaching half sales and profits.

By remaining close to the "trade," Meyer has not exposed its core activity to the vagaries of the do-it-yourself market, now an attractive area for companies with retailing expertise.

Yet, not wanting to lose out altogether, Meyer has developed a modest DIY chain.

Doors provide more than half of manufacturing profits with kitchens making up most of the rest. This remains a competitive area.



JH Fenner

JH Fenner has sown a lot of seed money in recent years to turn its business round, so it was bound one day to reap a harvest.

At last, it looks as if the profit shoots are flowering, with pre-tax results for the year ended in August up from £4.7 million to £7.6 million, though there is some way to go before Fenner is in bloom. The enlarged South African interest, now floated on the Johannesburg stock exchange, did especially well.

Fenner, having been fighting fires down the years, should now be ready to grow from within. Acquisitions here and there cannot be ruled out while the working relationship with the American group Emerson - whose 25.2 per cent stake continues to fan speculative thoughts of a bid - is opening US doors.

Pre-tax profits at Fenner could top £10.5 million this year and if it holds on to its good order books and the painful days are indeed over, the shares could prove cheap on a year's view.

Currency movements have cancelled out importing-wholesaling price gains. Tighter stock management reduces exposure to dramatic market movements.

The balance sheet is strong with £8.7 million of net cash. Expansion overseas is on the cards but only in familiar fields.

Meyer insists that selling properties is a continuing part of the business. At least £10 million of properties are awaiting disposal.

Profits should rise to just less than £60 million this year. There is no sign of softening demand, so with repair and maintenance work providing a growing source of contracyclical business, Meyer should continue to hold its own.

WORLD MARKETS ROUND-UP: TOKYO

Budget worries hit shares

Share prices closed 1.2 per cent lower in extremely thin trading yesterday after remarks by President Reagan on US budget deficit-cutting talks confused the market, brokers said.

The 225-share Nikkei Average ended 271.15 points to 22,344.28, just above the day's low, after climbing 167.18 points on Monday. Declines led advances by almost three to one, with a turnover of 250 million shares - near the lowest this year - against

300 million on Monday. "Mr Reagan made a couple of comments that seemed to be more pessimistic than before," commented one broker.

"The market is worried about what appears to be real indecision in the United States about the budget deficit," said Mr Paul Migliorini of Jardine Fleming (Securities) in Tokyo.

Mr Reagan said tax increases in the US would be a wrong step to cut the deficit.

He also saw the deficit being cut by at least \$23 billion by the end of this fiscal year, contradicting earlier remarks to cut \$30 billion.

Tokyo brokers said an agreement to cut \$35 billion would be welcomed here but anything less would be met with lukewarm enthusiasm.

Nippon Telegraph and Telephone Ltd ¥50,000 (£210) to ¥2.65 million. NTT is being closely watched as a barometer of market confidence.

WALL STREET

New York opens lower

(Reuters) - Shares showed wide losses in early trading yesterday. Brokers explained that shares fell on concern about the US budget deficit talks and a lower dollar. Trading was active. The Dow Jones industrial average was 31 points lower at 1,918.1 after opening at 1,912. Declining shares outnumbered rising issues by five to one.

On Monday, the Dow average closed 14.09 higher at 1,949.10.

Alkon, Ohio - Resource Exploration reports that it has agreed in principle to acquire Strata Corporation. It said it would pay an undisclosed amount of cash to satisfy Strata's debt and exchange an undisclosed number of common shares for Strata shares.

Strata has interests in about 320 oil and natural gas wells in Ohio. The company said the acquisition is subject to approval by Strata creditors and shareholders.

	Nov 16	Nov 13		Nov 16	Nov 13		Nov 16	Nov 13
AMR Co	33 1/2	33 1/2	Firestone	34 1/2	33 1/2	Pepsico	32 1/2	32 1/2
ASA	45 1/2	45 1/2	Fit Chicago	23 1/2	22 1/2	Pfizer	32 1/2	32 1/2
Aetna Life	49 1/2	50 1/2	Gen Electric	40 1/2	38 1/2	Pfizer Inc	32 1/2	32 1/2
Alcoa	17 1/2	17 1/2	FT Farm C	8 1/2	8 1/2	Pfizer Prod	89 1/2	89 1/2
Alcoa Ind	45 1/2	44 1/2	FT Washpa	33 1/2	33 1/2	Philip Int	111 1/2	111 1/2
Alcoa Int	17 1/2	17 1/2	GAF Co	44 1/2	44 1/2	Pierces	26 1/2	26 1/2
Alcoa Pac	17 1/2	17 1/2	Gen Co	41 1/2	40 1/2	Pierces & F	26 1/2	26 1/2
Alcoa Steel	17 1/2	17 1/2	Gen Dynam	70 1/2	70 1/2	Pit & S E	24 1/2	24 1/2
Alcoa Wire	17 1/2	17 1/2	Raychem	70 1/2	69 1/2	Raytheon	67 1/2	67 1/2
Alcoa Zinc	17 1/2	17 1/2	Gen Electric	45 1/2	44 1/2	Rockwell Int	19 1/2	19 1/2
Alcoa Alum	17 1/2	17 1/2	Gen Int	25 1/2	25 1/2	Rockwell Int	107 1/2	107 1/2
Alcoa Chem	17 1/2	17 1/2	Gen Mts	45 1/2	44 1/2	Royal Dutch	35 1/2	35 1/2
Alcoa Eng	17 1/2	17 1/2	Gen Pub Ut	23 1/2	24 1/2	Sara Lee	35 1/2	35 1/2
Alcoa Equip	17 1/2	17 1/2	Gen S	45 1/2	44 1/2	Schering	21 1/2	21 1/2
Alcoa Indus	17 1/2	17 1/2	Georgia Pac	30 1/2	24 1/2	Schlumberger	68 1/2	68 1/2
Alcoa Int	17 1/2	17 1/2	Gulf Oil	31 1/2	31 1/2	Seagram	55 1/2	55 1/2
Alcoa Pac	17 1/2	17 1/2	Goodyear	49 1/2	49 1/2	Shawmut	70 1/2	70 1/2
Alcoa Steel	17 1/2	17 1/2	Gulf Oil Int	12 1/2	12 1/2	Shawmut	70 1/2	70 1/2
Alcoa Wire	17 1/2	17 1/2	Guaranty	35 1/2	35 1/2	Shawmut	70 1/2	70 1/2
Alcoa Zinc	17 1/2	17 1/2	Guaranty	35 1/2	35 1/2	Shawmut	70 1/2	70 1/2
Alcoa Alum	17 1/2	17 1/2	Guaranty	35 1/2	35 1/2	Shawmut	70 1/2	70 1/2
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Alcoa Alum	17 1/2	17 1/2	Guaranty	35 1/2	35 1/2	Shawmut	70 1/2	70 1/2

Norcros chief leaves after boardroom row

By Cliff Feltham

A boardroom row at Norcros, the building materials and packaging group, has led to the surprise departure of Mr Terry Simpson, the £109,000-a-year chief executive.

Norcros, which narrowly escaped a £570 million takeover bid from Williams Holdings this year, said that Mr Simpson was leaving "following a disagreement over the implementation of group strategy."

Last night, Mr Simpson, who had been with the company for more than 20 years, said: "It has been developing for a bit of time. I had certain ideas I wanted to put forward and the board had others. I suppose there comes a time when it is better to part."

Mr Simpson, aged 48, would not elaborate on the circumstances leading to his departure and said he had no immediate plans for the future. He was on a five-year service contract and could be entitled to compensation approaching £500,000.

There was widespread speculation in the City that Mr Simpson had been the victim of a "palace coup" at Norcros. He had only just returned from holiday and was understood to have been out of the



'I had certain ideas, the board had others': Terry Simpson

office when a board meeting took place resulting in his departure.

Norcros, the UBM builders' merchants and Crittall Windows group, took immediate steps yesterday to calm City

forecast of £62 million made at the time of the Williams takeover bid.

It added that it remained committed to concentrating on two areas of activity — manufacture and distribution of building products, and specialist print and packaging. This seemed to confirm some suggestion among analysts that the boardroom rift had occurred over future acquisition policy. One idea understood to have been pursued by Mr Simpson involved an eventual floating for the property interests.

Mr Simpson played a crucial part during the takeover defence this year. He persuaded the big City institutions to stick with the existing management.

Immediately after the collapse of the bid, Mr Ken Roberts, the Norcros chairman, stepped down to be replaced by Mr John Redwood, aged 36, the Conservative MP for Wokingham.

Norcros sources yesterday suggested Mr Redwood felt there was a lack of information from the key divisions to the boardroom.

Mr John Hopkins, currently group technical director, becomes "caretaker" chief executive

Another TR trust under pressure

By Lawrence Lever

Touche Remnant, the largest investment trust group in Britain, looks set to restructure another of the trusts under its management.

Sir Anthony Touche, the chairman of the £230 million TR Technology Investment Trust, said yesterday that the trust is considering proposals to reduce the discount to net assets at which its shares are trading. He added that the board expects to put them to shareholders in due course.

Touche has already been forced to restructure its TR Pacific Basin Investment Trust this year after an unwelcome takeover bid from the Thornton Group. More recently, the Norwegian Pluton Investment group has taken control of the TR Natural Resources Investment Trust, raising its stake to more than 50 per cent but retaining Touche as trust manager.

TR Technology has since come under pressure from an Australian investor who has bought more than 15 per cent via Firmendale Investments, a Jersey-registered company.

Firmendale is now nursing a substantial loss on its stake and has told the TR Technology board that it wants to see the trust's discount narrowed.

This discount was approaching 20 per cent recently but has narrowed on the recovery in world markets and the Firmendale stake. Net assets are about 74p against yesterday's 60p, up 5p.

TR Technology announced an increase in its interim dividend yesterday from 0.25p to 0.3p coupled with a 16.8 per cent increase in net assets to September 30 1987.

Dividend up as profits rise at London

London Entertainments, the shell company in which Banque Paribas and a company associated with Mr John Beckwith of London & Edinburgh recently purchased substantial stakes, yesterday announced pretax profits of £309,000 (£289,000).

The company is looking to expand and is holding discussions with a number of well-established and unquoted companies.

These figures, for the year to August 31, include an extraordinary item of £57,500 directors' compensation.

The company is paying a final dividend of 2.68p, compared with 2.5p last year.

COMMENT Kenneth Fleet

Pray that Reagan will do the right thing

Wall Street, and therefore London, is confused. And confusion is not good for shares, or for the dollar, or for that crucial intangible, confidence, on which economic and stock market performances ultimately are based.

The confusion has arisen, not for the first time, from the uncertainties in President Reagan's statements on the American budget deficit: ways, means and the strength of political will to address a financial problem which the rest of the world sees in inglorious Technicolor and most Americans simply do not see at all, let alone as a grave threat.

Moreover, those Americans who recognize the problem and accept that something should be done, and done quickly, are not so foolish as to believe that a promise of \$30 billion, say, off the budget deficit will instantly restore the fortunes of Wall Street. In stock market terms, the market may now be oversold and, given evidence of positive political leadership, it may not suffer the sudden horrors of recent weeks.

For a stern, and I believe realistic view of the American situation (our own cannot be very different in terms of results), I commend the three seers of *The Bank Credit Analysis*. The bubble has burst: "The mania which had taken US stock prices up over 250 per cent in five years is over." In contrast, high quality bonds are again "in a major bull market... as the probable recession develops and debt deflation fears arise once again."

Wall Street's latest drop is unique and because of its suddenness, as well as the angle of descent, it has sent huge

shock waves through the American investing and business community — much more so than in this country, where the so-called "unreality," indeed "frivolity," of stock market gyrations frequently causes more derision than concern. Anecdotal evidence of the negative effects on businesses and consumers of the decline in confidence is already emerging, although a recession in the US, according to the statistics, is still months away. But as *The Bank Credit Analysis* succinctly observes: "Despite reassuring claims from vested interests that the economy is still healthy, one should always remember that the stock market is forward looking."

Structural imbalances — the budget and trade deficits, the swing from international creditor to debtor status — have left the US with little room for manoeuvre. "The big risk now is in the policy area," in particular in the flight of capital from the US to Japan and West Germany.

"In addition we are concerned that the authorities may raise taxes in a mistaken belief that reducing the budget deficit now is what the markets want. The time to reduce the budget deficit was before. The economy does not need a second massive deflationary shock, and can live with larger deficits if it is contracting. The key now is to sustain liquidity and money growth in real terms, reduce real interest rates, stabilize commodity prices, prevent significant bankruptcies and maintain confidence in the banking system."

Come on Ronnie!

Gilt-edged stocks galore

The Chancellor's embarrassment of riches is growing bigger by the day. Mrs Thatcher's Guildhall references to the 1981 hairshirt Budget were not intended to imply that Nigel Lawson will be repeating the treatment next March.

The Treasury's Autumn Statement forecast of a £1 billion public sector borrowing requirement for the current financial year already looks much too cautious. The odds are on a public sector repayment for the year and possibly quite a substantial one.

A surplus on the PSBR accounts of £1 billion is on the cards. And if corporation tax receipts in January and February are as strong as the Bank of England, for one, expects them to be, then the surplus could be even larger.

The slight confusion over last month's PSBR arose from the timing of BP receipts. The Government paid out £1.5 billion to BP for the rights issue that formed part of the great share sale. But only £900 million was received

from the underwriters and the small number of private applicants during October. The remainder of the first tranche, £1.6 billion, will help produce another public sector repayment for this month.

In other words, the £1 billion negative PSBR flashed up on the screens at 11.30 yesterday morning was at least £1.6 billion better than the markets had expected.

The gilt market's gain of a point yesterday, with long yields hovering just above 9 per cent, may seem like a cautious response. However, with the outcome of the budget talks in Washington just about as uncertain as it has ever been, no one is prepared to go out on a limb at this stage.

The gilt market is already looking beyond a budget deal to the Group of Seven interest rate-cutting agreement which will follow it. That may be premature, although in the event of a budget failure, gilts could presumably gain at the expense of weak equities.

Price of coffee set to rise

By Colin Narbrough

Coffee could soon cost more as export quotas, revised by the International Coffee Organization only last month, look likely to force up prices faster than the trade thought possible.

Senhor Alexandre Beltrao, the ICO's Brazilian executive director, reinforced this bullish view yesterday, delivering a heartening message for growers at a meeting of African producer nations in Harare, Zimbabwe.

He welcomed the rally in raw coffee prices since the quota system, designed to shore up a sagging market, came into effect on October 6. For 1987-88, he forecast a buoyant, landmark year.

Quotas were suspended last year when severe drought in Brazil threatened to create a world shortage. They were reimposed after lengthy discussions between producer and consumer members of the ICO ended in September.

The target price was initially set at between \$1.2 (£0.68p) and \$1.4 per pound, compared with just over \$1 when the quota accord was struck.

Prices are still below target — the ICO 15-day indicator yesterday was close to \$1.15 — but they have risen faster than the industry anticipated. Some roasters foresee this feeding through to the retail market as early as next year.

Not only do consumers appear to be drinking more, but supplies are tight for better qualities from Colombia, Central America and Kenya, despite a general abundance.

In the Soviet Union, meanwhile, coffee is still nearly impossible to find, despite official promises that it would reappear in the shops after last year's shortages, the Soviet paper *Izvestia* reported yesterday.

Societies' receipts soar

By Amanda Pardoe

The net receipts of building societies increased strongly last month, the Building Societies Association announced yesterday.

At £812 million, retail net receipts during October were not only substantially up on September's figure of £197 million, they were also at the highest level for a year. In October 1986, the BSA reported a figure of £1,829 million, which was inflated by funds returned by unsuccessful applicants for TSB shares.

At the beginning of the month, the societies had expected substantial withdrawal

of funds to pay for BP shares. However, the stock market collapse and the consequent failure of the BP issue to attract substantial support from private investors left societies' inflows buoyant.

Commenting on the turnaround, Mr Mark Boleat, director-general of the association, said: "The stock market decline on October 19 has emphasized the attractions of capital-certain accounts offering rates of interest at around twice the rate of inflation."

In contrast to the rise in retail net receipts, the amount of wholesale funding fell

slightly last month. The societies raised £490 million, the second highest figure this year. Last month, more than £500 million was raised from sources such as negotiable bonds, certificates of deposit and Eurobonds.

There was no let up in the demand for mortgages last month, with both gross advances and mortgage commitments rising.

The societies lent a total of £3,294 million, the second highest amount this year, and promised a further £3,438 million to mortgage applicants.

Woolwich reduces home loan rate

The battle for mortgage lending intensified yesterday when the Woolwich cut its rate from 11.25 per cent to 10.2 per cent. The lower rate applies immediately for new borrowers and with effect from December 1 for existing borrowers. As a result of the cut, the monthly payment on a £30,000 repayment mortgage over 25 years will fall from £238.50 to £223.30 for a basic rate taxpayer.

Me David Blake, assistant general manager for corporate affairs, said the Woolwich was

determined to be competitive: "It is a very competitive market place these days, particularly where we do the majority of our business, that is, in the south of England."

Earlier this month, the Halifax reduced its rate from 11.25 per cent to 10.3 per cent. From December 1, this will mean monthly payments of £224.65 instead of £238.46 for a basic rate taxpayer with a £30,000 repayment mortgage over 25 years.

The Leeds has also lowered its rate to 10.3 per cent. The

Abbey National has yet to confirm its new rate, which will come into effect from December 1. Mr John Bayliss, director and general manager for marketing, said yesterday that he hoped to make an announcement by Friday. "We will be no worse than the Halifax. I want to get the rate right and I want it to be as low as possible."

Mr Brian Whitfield, marketing general manager of the Nationwide Anglia, also said an announcement was likely next week.

S Korean shipyards in lead

By Edward Townsend, Industrial Correspondent

South Korea has emerged as the world's biggest merchant shipbuilder — topping Japan from the number one slot for the first time in 20 years — according to new figures published today by the *Lloyd's Register of Shipping*.

In the three months to end-September, South Korea's total shipbuilding order book stood at 5,458,171 million gross tonnes, against Japan's 5,449,098 tonnes.

Even Britain's depressed shipbuilding industry, led by state-owned British Ship-

builders, has managed to achieve an increase in its order book, which now stands at 264,772 gross tonnes, up by 51,000 tonnes in the last quarter.

Lloyd's says that in the quarter world shipbuilding showed a slight rise, with the total order book standing at 21.8 million tonnes, an increase of almost 500,000 tonnes since the end of June.

New orders placed during the quarter were 2.9 million gross tonnes, about 500,000 tonnes more than the total

output during the same period last year. The largest ship to be completed in the three months was the 305,000 tonnes deadweight Ruhr Ore in Taiwan. The number of ships of 100,000 gross tonnes and greater in the total world order remains at 34.

Tankers represent more than 40 per cent of the total order book, bulk carriers 21 per cent and general cargo slightly more than 22 per cent of the order book. Britain's total of 56 ships includes one tanker, two container ships, 12 fishing ships and 41 others.

Rhyme for a reason

Many and florid are the arguments used by harassed companies fighting a takeover bid. Sometimes they even use fists. But David Hurley, boss of Electronic Rentals, the Visionhire television shop chain, has resorted to verse in his battle against the unwelcome £220 million overture from bigger rival Granada. A keen scribbler of doggerel, Hurley, aged 57, has taken a poetic swipe at Alex Bernstein, the Granada chairman, in lines which I am assured will not be appearing in any defence document.

Umph, said the gremlin as he landed from the moon, I must get into rental and really rather soon —

For there I can be bid-proof 'cos of chums in IBA

And I can bid for others and really have my way.

Some of my competitors are really rather keen —

Visionhire with Philips leaves pickings rather lean. I can close 300 shops and fire 1,000 out

"Well done, Alex," — I can hear the City shout.

Widows and pensioners will have to pay me more And in the City I'm surely going to score.

The ugly face of capitalism can truly serve me well And old Uncle Sydney will really think me swell.

Forget PR companies. This is the sort of defence that works. Who can now doubt where Hurley's talents truly lie?

THE TIMES CITY DIARY

Well-chosen words

At last, the fruits of new technology are at hand for those among us who find it too taxing even to scribble "No Milk Today, Please" on a scrap of paper and shove it into a bottle. A new computer program on the market will, given half a chance, write your letters for you. *Mindreader*, made by a company called

Brown Bag Software, suggests ways of ending sentences you have begun: you then press a key to accept or reject the program's line of thought. Brown Bag boasts that you could end up composing a letter with a few painless keystrokes. You will still have to stick down the envelope yourself, though.

Good manners

As the hunt for alternative investments builds, Manorial Research tells me it expects prices to hold steady when it auctions another batch of Lordships of the Manor at London's Ironmongers' Hall on November 30. The sales, held with auctioneer Smith-Woolley, began regularly in



"The chairman is doing his best to keep the price up"

1981, when those with a taste for ermine could add a title like Lord of the Manor of Picklebottom to their stationery for around £2,000. The last auction — held a week into the stock market crash, when share prices were falling like confetti at a wedding — saw average prices of around £9,600. Those looking for something special to send to a friend in Washington might enter a bid for "Lot 3, the Lordship of Gilton." The title was once held by Lady Godiva, who, legend says, rode naked through the streets of Coventry to plead for tax cuts for the townspeople, despite the chaos that surrounded her. Arise Ronald Reagan, Lord of Gilton?

Asked about the leadership qualities of their chief executives, a significant number of the 350 European executives polled by a Brussels-based management institute said their bosses were too greedy, ruthless and hungry for power.

Red sons in the sale set

Once *Marxism Today* started running a personal finance section, advising its readers which shares to buy, anything seemed possible. Now comes news of the first American-style school of business administration in communist Europe. The breakthrough is in Budapest, where Armand Hammer, the American oil billionaire and confidant of world leaders, is putting up cash to help get the joint US-Hungarian venture off the ground. The Hungarian Credit Bank and the Hungarian Chamber of Commerce are also putting money into the project. Hammer, a frequent guest at some of Moscow's best dinner-tables, will serve as honorary chairman of the school's board. About 600 executives are expected to pass through the institute's doors each year, with those on the full 10-month course shell- ing out more than £6,000 in tuition fees — which is an awful lot of goulash in a country as economically troubled as Hungary. Asked if this was another step in the East's osmosis of Western capitalist practices, Gyula Horn, Hungary's State Secretary for Foreign Affairs, replied cryptically: "There are many differences in the socialist and capitalist visions of the world, but there are no such differences in the relationships of the market. It follows its own rules, they are objective, and the better we put them to use, the better it will be for our economy." Sounds a bit like Conservative Central Office.

Joe Joseph

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Nick Roger



Sir Philip: competition call
by the distribution side of the business or it could be owned jointly by the distributors and the generators. Another solution would be for a totally separate company to own the grid.

"A powerful argument can be made for the distribution side owning the grid since, as the retailer, it has the greatest incentive to encourage com-

petition in generation and hence secure the cheapest possible supplies."

power would be a "peculiarly blinkered" approach.

"It would be like a concrete building in which the architects had forgotten to put the steel reinforcement. It might last for a year or two but the strains would soon begin to show," said Mr Miller.

"There have been claims by those opposed to privatization and also those opposed to nuclear power that nuclear

By Colin Narbrough
Mr John J Phelan, the chairman of the New York Stock Exchange, flew out of London yesterday, leaving a message of reassurance to the world's financial markets still traumatized by the events since Black Monday.

"Any such claims ignore the fact that nuclear power throughout Europe has been developed in the private sector, that it is operated to as high a standard as in the public sector."

month coined the widely used phrase "financial meltdown" to describe the unprecedented price slide.

But he told reporters during his brief visit to the City that he hoped that the worst of the

"hurricane" that has swept stock markets since October 19 was now over. He nevertheless remained concerned about the impact of market volatility on investors.

Importantly, he said that despite fears that the crash in equity prices would threaten big US companies, members of the NYSE were in "reasonably good shape" overall, given the scale of the market fall. Companies had had good profits to cushion them and the bond markets had been very strong.

Although Wall Street firms were among the hardest-hit underwriters behind the disposal of the Government's 31.5 per cent holding in BP, and lobbied hard to have the sell-off pulled, Mr Phelan heaped praise on the safety net Mr Nigel Lawson, the Chancellor, put up for the ill-starred £7.2 billion share sale earlier this month.

Mr Phelan welcomed the encouragement that Mrs Thatcher and Mr Lawson had given Mr Reagan to unwind the massive US budget deficit.

but identified the cause of the slump in share prices as the build-up of ever-higher levels of debt in world equity markets.

His greatest fear, he said, was that investors would be driven away from stock markets by increasing volatility caused by huge debt. And the problems were not exclusive to New York. In the new environment of 500-point fluctuations and 600 million shares traded, "everyone has to look at their capital needs," he said.

Burmah names chief

Charles Barker: Mr David Norman will become chairman and group chief executive from December 1, succeeding Mr Antony Snow who remains a non-executive director. Mr Miles Broadbent becomes chief executive, Norman Broadbent International.

Allied International Designers: Mr Michael Wolff is now chairman.

Continuous Stationery: Mr. Grant Findley has been appointed finance director and company secretary, succeeding Mr. Norman Lansdown-Davis.

Tyzack & Partners: Mr Neal Wyman and Mr Michael Edwards have joined the partnership.

Compass Group: Mr Ingram Lenton is now non-executive chairman. Mr Nigel Olsen and Mr Fritz Ternofsky become non-executive directors.

Farming and Agricultural Finance: Mr Arthur Williams joins the board.

Economic Forestry Group:
Mr Alan Joynes is now a director.

Business Equipment & Information Technology Association: Mr. John Carrington has been elected president.

Knight Frank & Rutley: Mr Christopher Evans-Tipping, Mr David Large, Mr Graham Hayman, Mr Peter Barnard and Mr John Woolsey have joined the partnership.

Turner Kenneth Brown: Mr. Peter Vibert Dixon has been appointed director of planning and administration from February 1.

Anglo & Overseas Trust
Mr MWR Dobson is now a
director.

THIRD MARKET

1987			Price	
High	Low	Company	Mid	Offer
495	185	Alberca	200	230
185	18	Alber Am Pet	23	18
110	110	Alfred	11	11
315	26	Amercon	31	36
111	55	Anderson Res	33	70
285	118	Brookline	118	285
103	103	Camtech	75	65
103	45	Catalyst	64	66
203	143	Chelton Art	150	203
103	103	Chelton	103	103
110	100	Comac	97	107
151	50	Cortech Bk	78	133
103	103	Crowe	142	103
11	11	Epilition	17	19
45	9	De Wints	9	11
186	186	For E Inc	186	186
110	82	Gorham	72	70
53	20	Honorbit	26	30
73	43	Kemp (PE)	43	73
111	95	Leidner L	62	97
91	60	Lynch Tech	67	72
80	80	Madrasa	84	94
128	85	Pak Holdings	38	128
57	33	Seaton	80	90
67	33	Thema Hedge	45	56
140	135	UPL	135	140
140	103	Unit Corp	107	117

TRADITIONAL OPTIONS

First Dealings November 16	Last Dealings November 27	Last Declaration February 18	For Settlement February 29
Call options were taken out on: 17/11/87 Hilldown Holdings, Stylo, Sears, GKN, TNT, Consolidated Gold Fields, Tozer Kemsley & Millbourn, Eagle Trust, J Finty, Folios Ord., Hawtin, Rowntree, Burton, BATS, Ossery, Hawtai Whiting Holdings, Aran Energy, B Priest, Johnson Firth Brown, Beechams, Mijscsommer Licensing.			

LONDON TRADED OPTIONS

[illegible]

The British Steel Corporation has got a first at Scunthorpe: a Manpower Services Commission National Training Award. When you consider it was one of only 60 to be given to a total of 1100 entrants, that shows a remarkable degree of success.

The award was made for an adult training course for employees on the continuous casting plant. And we're obviously very flattered to receive it. It's proof British Steel's substantial investment in training is paying off.

However, the MSC award isn't Scunthorpe's only reward to stem from our corporate training programme. This year, Scunthorpe has achieved a record annual tonnage for a UK steel plant and a record for weekly steel production in Britain. It's also been included in Lloyds Register of Quality Assurance, a distinction shared with other British Steel plants.

BSC WITH HONOURS (SCUNTHORPE)

Training has had a lot to do with the success of British Steel as a whole. Which is why we put so much emphasis on it at every employee level.

With that kind of commitment, British Steel's success isn't purely academic.



British Steel
ings to come

In shape for things to come

Portfolio - Gold -

From your portfolio card check your eight share price movements on this page only. Add them up to give you your overall total and check this against the daily dividend figure. If it matches, you have won outright or a share of the total daily prize money stated. If you are a winner follow the claim procedure on the back of your card. You must always have your card available when claiming. Game rules appear on the back of your card.

No.	Company	Group	Share Price
1	Barrat Quaker	Industrials A-D	100.00
2	TWS	Cinema, TV	100.00
3	Widmore (sa)	Industrials S-Z	100.00
4	Midwest	Leisure	100.00
5	MEPC (sa)	Property	100.00
6	ML Hds	Industrials L-R	100.00
7	Lucas (sa)	Industrials A-D	100.00
8	GKN (sa)	Industrials E-K	100.00
9	AGB Research	Industrials A-D	100.00
10	Sandell Perfums	Building, Roads	100.00
11	Hall Eng	Industrials E-K	100.00
12	Quack (sa)	Industrials L-R	100.00
13	Pearson (sa)	Industrials L-R	100.00
14	Dunhill	Drapery, Stores	100.00
15	Na-Swift Inds	Industrials L-R	100.00
16	Fulton Op	Industrials L-R	100.00
17	Robinson (Thomas)	Industrials L-R	100.00
18	Fort Motors	Industrials L-R	100.00
19	Int Thomas	Newspapers, Pub	100.00
20	Giles & Dandy	Building, Roads	100.00
21	Barton (sa)	Drapery, Stores	100.00
22	Textured Jersey	Textiles	100.00
23	Vinten	Industrials S-Z	100.00
24	Secon	Chemicals, PLS	100.00
25	Bulfoah	Industrials A-D	100.00
26	Wicks	Drapery, Stores	100.00
27	De La Rue	Industrials A-D	100.00
28	DRG	Paper, Print, Adv	100.00
29	Cearing (W)	Chemicals, PLS	100.00
30	Ranger	Oil & Gas	100.00
31	Bristol	Newspapers, Pub	100.00
32	Harris Quakerway	Drapery, Stores	100.00
33	Woodside	Oil & Gas	100.00
34	Resonance Sims	Industrials L-R	100.00
35	Robichaud (J) Hld	Bank, Discount	100.00
36	RMC Gp (sa)	Building, Roads	100.00
37	Assoc Br Ports	Shipping	100.00
38	Garton Eng	Industrials E-K	100.00
39	Westmac	Industrials S-Z	100.00
40	Tricels	Industrials S-Z	100.00
41	Onocean	Bank, Discount	100.00
42	Crosby James	Building, Roads	100.00
43	Seacard	Industrials S-Z	100.00
44	Park Foods	Food	100.00
45	Part Foods	Food	100.00

Please take into account any minus signs

Weekly Dividend
Please make a note of your daily totals for the weekly dividend of £8.000 in Saturday's newspaper.

MON	TUE	WED	THU	FRI	SAT	WEEKLY TOTAL

BRITISH FUNDS

1987	High	Low	Stock	Price	Change	%	P/E
100%	100.00	100.00	100.00	100.00	0.00	0.00	10.00

SHORTS (Under Five Years)

1987	High	Low	Stock	Price	Change	%	P/E
100%	100.00	100.00	100.00	100.00	0.00	0.00	10.00

FIVE TO FIFTEEN YEARS

1987	High	Low	Stock	Price	Change	%	P/E
100%	100.00	100.00	100.00	100.00	0.00	0.00	10.00

OVER FIFTEEN YEARS

1987	High	Low	Stock	Price	Change	%	P/E
100%	100.00	100.00	100.00	100.00	0.00	0.00	10.00

UNDATED

1987	High	Low	Stock	Price	Change	%	P/E
100%	100.00	100.00	100.00	100.00	0.00	0.00	10.00

INDEX-LINKED

1987	High	Low	Stock	Price	Change	%	P/E
100%	100.00	100.00	100.00	100.00	0.00	0.00	10.00

STOCK EXCHANGE PRICES

Equities drift lower

ACCOUNT DAYS: Dealings began November 9. Dealings end Friday. \$Contango day November 23. Settlement day November 30.
\$Forward bargains are permitted on two previous business days.

Prices recorded are at market close. Changes are calculated on the previous day's close. Where one price is quoted, it is a middle price. Changes, yields and price earnings ratios are based on middle prices. (sa) denotes Alpha Stocks. (VOLUMES PAGE 26)

1987	High	Low	Company	Price	Change	%	P/E
100%	100.00	100.00	100.00	100.00	0.00	0.00	10.00

1987	High	Low	Company	Price	Change	%	P/E
100%	100.00	100.00	100.00	100.00	0.00	0.00	10.00

1987	High	Low	Company	Price	Change	%	P/E
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1987	High	Low	Company	Price	Change	%	P/E
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100%	100.00	100.00	100.00	100.00	0.00	0.00	10.00

1987	High	Low	Company	Price	Change	%	P/E
100%	100.00	100.00	100.00	100.00	0.00	0.00	10.00

1987	High	Low	Company	Price	Change	%	P/E
100%	100.00	100.00	100.00	100.00	0.00	0.00	10.00

Portfolio - Gold -
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1987	High	Low	Company	Price	Change	%	P/E
100%	100.00	100.00	100.00	100.00	0.00	0.00	10.00

OVERSEAS TRADERS

1987	High	Low	Company	Price	Change	%	P/E
100%	100.00	100.00	100.00	100.00	0.00	0.00	10.00

PAPER, PRINT, ADVERTISING

CREAT

T

After six
TVTimes Ann
a new care
publication in
me

The standard

Applications

independent
14

Join a w

Respect for the
UK's most
concerned
As the only
sector for
its Company
media
common
understand
Association
Industry
The
N.B.C.
subsequent
greater

Paragon

STOCKS AND SHARE
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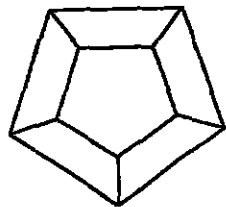
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MEDIA & MARKETING

New voice for an old ear

OPINION
Libby Purves

Many a middle-aged man will be surprised to find himself in the middle of a thoughtful, well-written, and well-edited piece of journalism. For the question is: what is going to become of *The Listener*? Another minor national institution is in flux not only in the BBC's intellectual weekly review about to be handed over to a board shared by the Corporation and by ITV publications - creating something neither fish, flesh, nor fowl - but its new editor will be seen by some as a bit of a red herring. He is a surprise choice, a late entry: Alan Coren, who resigned as editor of *Punch* earlier in the year.

His new job will need all his sense of humour. *The Listener* was founded, 58 years ago, as the BBC's own journal of record, its prime purpose to provide transcriptions of meaty talks, Reith Lectures and the like. Since then, it has changed a great deal, particularly under the vigorous editorship of Anthony Howard a decade ago, during which it became a vehicle for a substantial amount of political and social comment. Before that, it had been assumed that if it wrote something for *The Listener*, and it got printed, it would be safe - neither sedition nor controversial. Tony Howard created a different mood, and *Listener* articles once again had to be submitted to bosses (at least by me, they did). Since then, the magazine has continued along roughly the same lines: covering some independent television programmes, as well as the home team, and a few pieces with no particular broadcasting link at all.

At its best, *The Listener* is well worth following up on: its broad overprint amplifications can give insights far subtler and more memorable than can the screen, and the magazine has carried some invigorating, brave, and utterly independent writing. It can be a sort of politically balanced amalgam of the *New Statesman*, *New Society*, and *Spectator*, yet not so robotic

or obsessed with cash as *The Economist*. At its worst, *The Listener* is for pretentious windbags and press their friends. The magazine is monstrously uneven; actually, that is its charm. It has an incoherent disarray of the marketplace which enables it to lead as confidently with a dullish story about industrial safety standards as it does with an investigative MIS scoop. *The Listener* knows what is good for us, just like Lord Reith did.

Now it has been kicked out of the nest. On the new board, Independent Television Publications (hitherto known for *TV Times* and *Chart* magazine) has as strong a voice as the BBC. Alan Coren will have everyone from Gramplan to LWT on his back, as well as the mutually suspicious bits of the BBC. Everyone will want space, and the board will presumably want circulation.

"Well, so do I," says the new editor, "I want proof that people like reading it." The owners, he says, actually seemed more ready to run the magazine as a financial liability than he was to edit it as such. While only the deepest-dyed pessimist would conclude that we will shortly see Samantha Fox writing the *Langham Diary* column, there have clearly gotta be some changes made. The circulation is only 33,000.

Perhaps Coren's advantage is that he doesn't need the job for the money or the status: he is a well-rewarded author and a prize media wit. His instinct, he says, is towards *The Listener* as primarily an arts magazine, concentrating as no one else does upon the broadcasting arts; current affairs will not utterly dominate it as they do now. "There are enough others," he says firmly, "doing that." *Panorama* and *C* will have to be more charming on the phone.

Libby Purves is a freelance journalist and broadcaster

Moving from company incorporation to public flotation in less than two years is unusual, if not unique. But to accompany this transformation with a sophisticated advertising campaign in two countries is asking for trouble.

By Friday of next week, when application forms for shares in Eurotunnel must be completed, £14 million will have been spent promoting one of the most ambitious engineering projects this century. Eurotunnel is set to change the geography and, doubtless, culture of north-western Europe. Achieving it involves national pride, political will and hard cash. The exact mix is different each side of the Channel, and the advertising has had to reflect this.

Since October 15 French investors have been urged to make their "rendezvous with history" by taking stakes in "le plus gigantesque page du monde" (the hugest lot route in the world).

A 30-second TV commercial made for the Paris advertising agency Alice by John Dijkstra, the *Star Wars* special effects director, shows a coin, etched with a map of Europe, spinning in space. As the coin comes to rest on earth, it transmits (thanks to the latest in video gadgetry) into the tunnel itself. A voiceover booms: "Julius Caesar, Leonardo da Vinci and Ferdinand de Lesseps dreamt of changing the world. We are doing just that. We are building the Channel Tunnel, the fixed link between Great Britain and Europe. Eurotunnel: a giant step."

In Britain the approach has been more sober. For a start, following the example of government offers for sale, the share advertising has been divided between a corporate campaign, conducted by Collett Dickenson Pearce earlier this year, and the current launch campaign, done, nominally on behalf of the issuing banks, by the privatization experts Dewe Rogerson.

Both agencies have run clear, precise, informative advertisements - CDP identifying potential users of the tunnel, such as exporters, business travellers and tourists, and explaining the benefits. Dewe Rogerson sticking closely to the mechanics of how to apply for shares.

CDP director Richard Rivers attributes the different approaches in France and Britain to different needs. "When we started in January, we found remarkably little knowledge about the tunnel. Opinion was split a third in favour, a third against and a third in between. We had to win over the waverers, many of whom were



Gingering up the campaign: Martin Hall, Eurotunnel's corporate affairs chief, and one of the CDP advertisements

The French and British advertising campaigns for the Eurotunnel flotation are in full swing - and completely different. Andrew Lycett reports

perplexed by the emotional arguments used by competitors like Flexlink. We had to use our advertisements to tell people basic things like who was building Eurotunnel, when it would be ready, what it would mean to Britain.

"In France it was very different. They had a clear general approach. They were excited by this latest in a series of massive engineering projects they have been associated with."

This is confirmed by Hervé Declety, Eurotunnel account director at Alice. He says: "We knew from the start that 80 per cent of French people were in favour of construction." This allowed him considerably more latitude in his campaign, the main characteristic of which, he says, has been "the symbolic aspect of the tunnel".

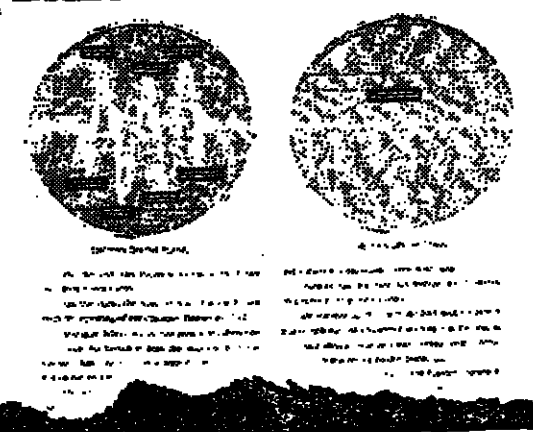
Tony Carlisle, deputy chairman of Dewe Rogerson, points to another factor: the Stock Exchange simply

would not have permitted the advertising claims made in France. (Conversely he has been able to dwell on shareholder perks since the publication of the pathfinder prospectus on November 5, while Alice had to wait for the full prospectus this week.)

"Unlike all other flotations," says Carlisle, "we started this one with no one being aware there was a flotation going on. As we progressed, our research findings have been clear and persistent: the more people found out, the more they were interested in the share offer."

Quite why the advertising for this £700 million flotation has been split is unclear. CDP won the Eurotunnel account towards the end of last year, fighting off Saatchi, Young & Rubicam, Boase Massimi Pollitt and J. Walter Thompson in what Rivers calls "the toughest pitch of the last couple of years". An important aspect was

From the heart of London to the heart of Paris. Without getting to the heart of the businessman.



Fading Star

Porn era ends, but the medicine could be too late

Express Newspapers is keeping mum about suggestions that the circulation of its down-market tabloid *The Star* is plunging to the one million level, where it might not be able to survive.

Don Gray, circulation director of Express Newspapers, a subsidiary of United Newspapers, said: "The answer will be in the next ABC figures". But ABC figures can tell a multitude of stories. Mike Gabbert, *The Star* editor during its brief manifestation as what its former chief leader writer, David Buckton, called "a soft porn rag", has been saying that within three weeks of his taking office on September 4 (he lasted until October 29), circulation increased by 65-70,000 copies.

ABC figures do, indeed, show that 54,000 more people (at 1,225,000) bought the paper in September than in August. However, *The Star's* circulation traditionally picks up during this period. In fact, this September figure was 9.1 per cent down on the same month in 1986, while the (pre-Gabbert) August circulation of 1,117,000 was only 2.3 per cent lower.

The Express management is now trying to control *The Star's* circulation slide by reverting to a less salacious style. New editor Brian Hitchen has assured advertising agencies that *The Star* is to be a family newspaper again. But Mike Constable, media director at Brummings, remains sceptical. He says the paper's recent stop-go policy is likely to have lost readers, and he emphasises "the competition is very tough".

Add to this analysis a number of other factors and the future for *The Star* looks bleak. It traditionally loses readers around the Christmas, morale among journalists is low and its two main rivals, the *Sun* and the *Daily Mirror*, are doing well.

Michael Duncan

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MEDIA & MARKETING

What made Grade go?

Michael Grade's appointment as head of Channel 4 has not only shocked the BBC but spotlighted deep divisions within the Corporation, reports Bryan Appleyard



Cold shoulders: was the struggle between John Birt (left) and Michael Grade the cause for Grade's departure?

Two brief anecdotes will set the scene for this week's astonishing announcement that Michael Grade, the BBC TV director of programmes, is going to Channel 4.

The first involves an incident last year when John Birt had just been appointed Deputy Director General of the BBC and given total control of all the Corporation's news operations. At the first programme meeting attended by Birt, a new play was being discussed. Unexpectedly, Birt chimed in: "Can I ask whether there is any fictional portrayal of any living person in this play?" Those present say they saw Grade look up aghast. Birt seemed to have *carrie blanche* to cut across Grade's programming territory.

The second anecdote concerns the events of last week. New controllers for BBC 1 and 2 had to be appointed. There was furious political activity over who should be on the interview board.

Bill Cotton, currently Managing Director of Television and the man Grade was due to succeed next spring, was heard to say: "With his knowledge of light entertainment, I need Birt on this board like I need leprosy." But Birt, with the backing of Director General Michael Checkland, was there. Yet again he had established his power to intervene at almost every BBC level.

Grade's power base had been badly eroded and everybody knew about it. He had two alternatives. The first was to sit it out. He had, after all — in Alan Yentob at BBC2, and Jonathan Powell at BBC1 — managed to force through his two choices for the controllers' jobs. In addition, once he moved up next spring, whatever Birt's ambitions, Grade would still control two-thirds of the BBC's budget.

But he is known neither for his patience nor his tolerance of any

assault on his independence. Even once Grade became MD, the new Birt job would have removed any power he might have had in News and Current Affairs, and as the play incident showed, potentially emasculated him in neighbouring areas, however tenuously connected to News. So Grade was under siege, but still expected to stay.

Two things seem to have tipped the balance. First, Grade is an emotional man. In spite of his

urbane public image, he reacts quickly and angrily. Birt's operations last week could have sparked him off. But, secondly, there was the potentially once-in-a-lifetime opportunity at Channel 4, with Jeremy Isaacs leaving to run the Royal Opera House.

Sir Richard Attenborough, the new Channel 4 chairman, discovered in the selection process that he had a problem. He needed what he described in private conversations

as a "good up-front editorial person". In essence, this meant that he could not appoint Justin Dukes, the Managing Director of Channel 4, very much an organization man and one who knows most of the nuts and bolts of the operation.

Attenborough's board of interviewers had, in addition to all the applicants, an "A" list. This consisted of people who had not applied, but who, they felt, ought to be in the running. The list appears

MASTER OF SCHEDULING WITH A FINGER ON THE PUBLIC PULSE

Michael Grade is aged 44 and the nephew of Lord "Lew" Grade. He started his professional life as a trainee journalist, then a sports columnist on the *Daily Mirror*, but later became a show-business talent agent, following in the footsteps of his colourful uncle.

At 30 he was appointed head of entertainment at London Weekend Television, and subsequently Director of Programmes. In 1982, he was offered the job of President of Embassy Television in the United States. With his second wife, Sarah, he moved to Hollywood. But he was not happy with the job, and in September 1983 he found himself

the object of some very discreet approaches from the BBC via Brian Wenham, then the corporation's Director of Programmes.

The BBC was at a low ebb. Ratings were down and the success of Channel 4 had resulted in the loss of some of its reputation for being the primary producer of quality television. During the first months of 1984, Aubrey Singer took "early retirement" from his job as Managing Director of Television and was replaced by Bill Cotton, an old friend of Grade's. Then, after some complex political activity, Grade was offered the job of Controller of BBC 1.

He arrived at his desk in September 1984, inheriting several serious ratings problems, but also one major stroke of luck. The series *East-Enders* was in preparation. Grade used this, along with Wogan, as the pivot of his evening scheduling. Almost at once BBC1's fortunes dipped. Grade remained as controller, but on the crest of a wave he also took on the job of Director of Programmes and was promised Cotton's job on his retirement.

Grade is a master of scheduling, a brilliant but emotional office politician, and the inspirer of intense loyalty among his small band of lieutenants. This band, carefully cultivated for three years, has now been left behind.

to have consisted of two people — Melvyn Bragg and Grade. Bragg, a favourite of the ITV barons, had long made it clear that he would not stand for the job.

Grade had said similar things in private. Indeed, he had been known to say that he would take the Channel 4 job only if a degree of ownership was involved. In other words, he wanted a stake in the company.

But, by the weekend, Channel 4 had begun to look like the best possible escape route for Grade. He had talks with Attenborough. On Monday, Grade was due to fly to America to buy programmes for the BBC. He did not go. BBC colleagues were baffled and the rumours began. Grade was not in the office, he was not in America and he was not in touch. Finally, he phoned in later on Monday night with the news.

For Channel 4, the decision could have far-reaching implications. One theory suggests that Grade's appointment has a political dimension. The Government wants to separate Channel 4 from the ITV companies. It is a move Grade has long supported publicly. He may be being brought in to take the station down market to compete in a free market place. Grade is not, after all, known for his expertise in up-market minority programming: *Dallas* and *EastEnders* are more his style.

"It is the single most cynical appointment ever made in my entire time in television," said one television veteran. The point being that on the one hand Channel 4 could be taken down market and, on the other, Grade has abandoned the two men he has so recently brought into power.

At the BBC the news is serious. Under Checkland the Corporation appeared to be finding its feet again after some bad years. But the explosion of the Grade-Birt divide has put an end to all that. It revealed the extent of the divisions that the Checkland regime has been attempting to paper over and, once again, it has put the Corporation embarrassingly in the limelight, just when it thought all the pressure was on ITV.

The shock has been such that the rumour machine has scarcely yet started producing names for Grade's successor. Bill Cotton may well have to stay on beyond April. Finding anybody to take his job in the current climate will not be easy.

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BYLINES

Hot tips for a TV time

Now that Alan Coren has the editorship of *The Listener*, attention turns to a broadcasting title with a circulation around 100 times the size, *TV Times*, where there is a packed field under starter's orders to succeed Anthony Peagam.

Front runner is Richard Barber, editor of *Woman*, but there are two possible dark horses from the same stable: Bridget Rowe, editor of *Woman's Own*, and Kerry Mackenzie, editor of *Woman's World*. All would be appropriate for a magazine bought mainly by women.

Other contenders are two favoured insiders (out of half-a-dozen who have applied): ITV darts commentator Dave Lanning, the magazine's head of forward planning, and Peagam's deputy, Frank Walker. The veteran editor-in-chief of *Broadcast*, Martin Jackson, is said to be interested.

Do not rule out Peter Jackson, former editor of *TV Times* and lately departed from *Mirror* Magazines following the successful launch of *ELLE* and the rather less successful launch of *Sky*. Nor for that matter Lori Miles, youthful editor of the *TV Times* stablemate, *Chat*, until she was poached to edit the unfortunate *Evening News*.

Out in the cold

The BBC held a party the other day to mark Sir Robin Day's retirement as presenter of *The World At One*. Not invited to this jolly gathering, however, was Derek Lewis, editor of *The World At One* and of *PM* since 1975, and the man who recruited Day in the first place. The two programmes now have an editor each and Lewis's job has disappeared in the post-Birt purge at the BBC. He is now a "resettlement case", expected to take early retirement in the New Year, but is already clearly beyond the reach of official invitations.

One-man show

Kevin Rafferty, new editor at the Roman Catholic weekly, *The Universe*, does not believe in letting his readers forget who runs the show. His first issue, on October 30, contained a front-page photograph by Kevin Rafferty, an entire page of book reviews by Kevin Rafferty and two features written by Kevin Rafferty.

Marching orders

Robert Maxwell has had a wizard wheeze to publicize his new freshet, *The Londoner*. All the editorial staff on the defunct *Evening News* have been offered three-month contracts on the new paper, and Maxwell plans to get all those who accept to march symbolically up Shoe Lane from the *Standard* to the *Mirror* Group headquarters at Holborn Circus.

Nick Higham

City Recruitment Consultants

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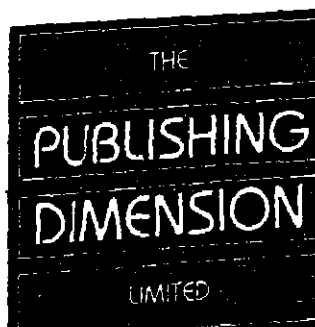
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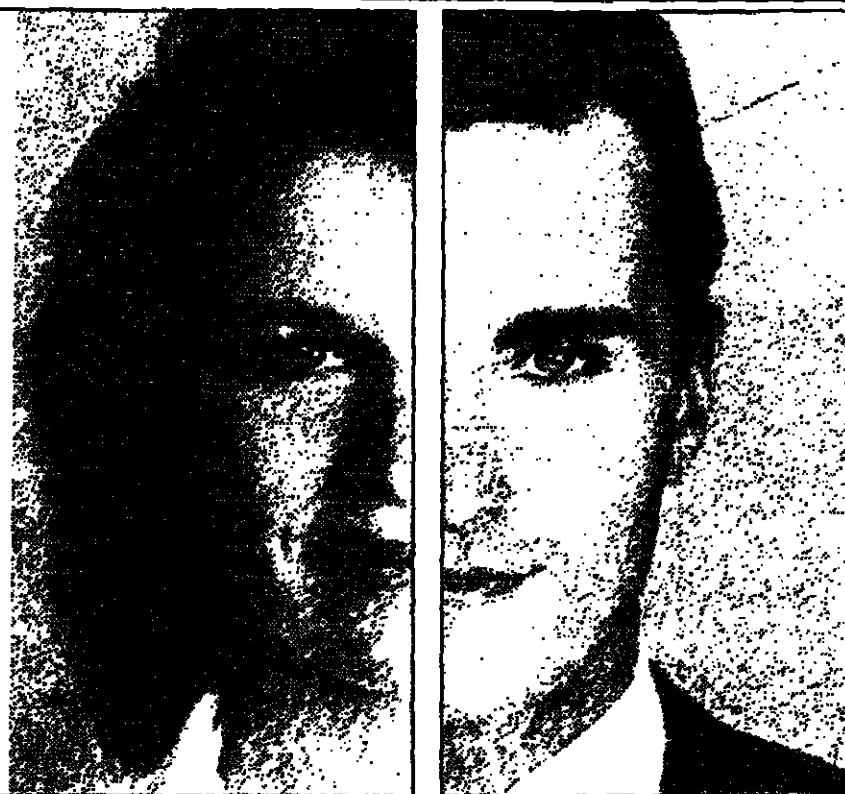
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Andrew Longmore begins a three-part preview to next week's Lombard RAC rally by looking at Lancia's challenge

Winning the only consideration



Everything goes according to form at this year's Lombard RAC rally, a full-page advertisement proclaiming a Lancia victory will appear in the national Press 12 hours after the event. The ad is already booked and prepared, which tells you two things: first, that Lancia are very confident of winning; second, that the RAC rally is the biggest car showroom window in the country.

Lancia certainly have every right to be confident. They have won seven out of the nine rounds of the world championship and dominated the season to such an extent that they had the championship won after eight. Their drivers — Juha Kankkunen, Markku Alen and Miki Biasion — are assured of the top three places in the drivers' championship, though the final order will rest on the result of the Lombard. Lancia have spent over £10 million winning the championship this year. On the Lombard they will have a team of 40, including a team manager, team doctor, mechanics, tyre specialists, gear box specialists and break specialists, not to mention 5,000 tyres from Pirelli. It is a huge operation, designed to get a Lancia to the winning post first. But an even bigger operation begins the second that has happened.

Marketing men are notoriously cagey about talking real money, but Lancia UK are preparing to spend £150,000 in the two weeks after the rally in direct publicity, quite apart from the long-term costs of promotion through their dealers. Their budget for rallying activities in the UK is £2.3 million. Multiply that by 10 for each round of the championship and you have a rough figure for the cost of turning a rally-winning car into sales at the local showrooms.

But if the stakes are high in rallying these days, so are the potential rewards. Peugeot's price for losing their world championship and their high profile rallying connection when they were forced to withdraw from this year's championship was put at a staggering £34 million, the sum for which they are currently suing FISA, the governing body of international motor sport. The month after the Peugeot 205 won the Monte Carlo for the first time in 1985, it became the top selling car in France.

Dennis Rohan, managing director of Lancia UK, views rallying success more in terms of image than short-term sales. "It's not just a question of the man in the street seeing a Lancia Delta winning a rally and wanting to buy one for himself, it's a matter of image," he says. "Lancia had a bad reputation in the late 1970s and the public's perception of our cars is still based on that. I want the public to get a feeling of reliability from the name Lancia, and rallying is the best way of giving it to them."

Peugeot use rallying to promote exactly the opposite image. Their involvement in rallying was designed to shed the "boring" reliable image Lancia are trying to gain. With the success of the 205 they managed that, but once that group of cars was outlawed in favour of the less-exciting Group A cars, the chances of promoting that image lessened. And Peugeot are still not sure whether they will come back into rallying.

Though Rohan says that success in

THE MAKING OF THE 1987 LANCIA

These are the modifications which convert the Lancia Delta from its showroom shape (lower right) into the high performance car which next week will be favoured to win the Lombard RAC Rally.

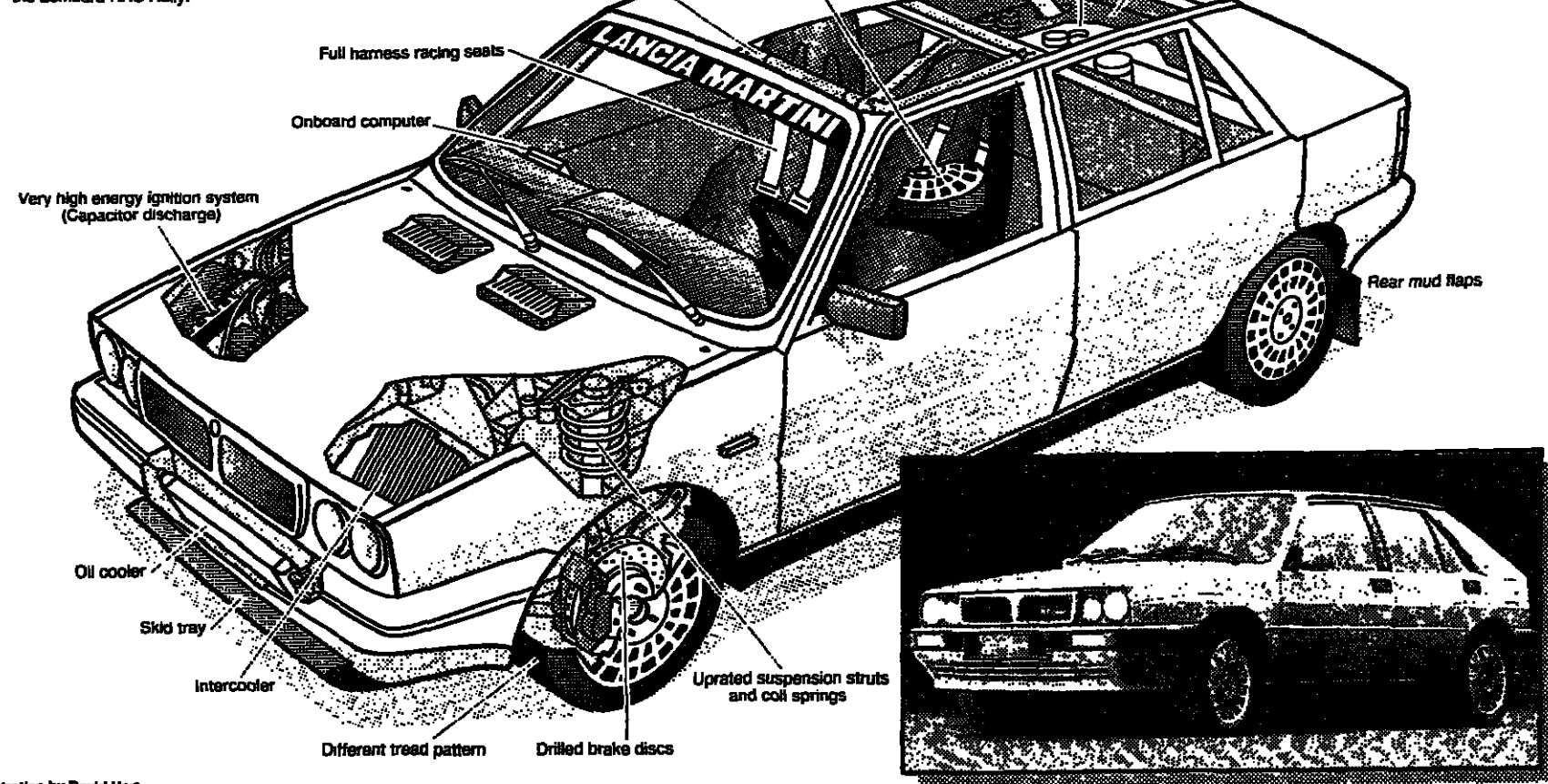


Illustration by David Hart

Beneficiaries of enforced power reduction

It is a strange truth that one of the most successful cars in the history of rallying was not built to be a rally car at all (Andrew Longmore writes). While the Peugeot 205, last year's RAC rally winner, was developed first as a rally car and then as a production car, the four-wheel-drive turbo Delta was turned to rallying only when FISA outlawed the exciting but potentially lethal Group B cars in the middle of the 1986 season, giving manufacturers just six months to develop a new car.

The Group B cars were monsters — capable of 140mph top speed, producing 500bhp, weigh-

ing only just over 800kg and having the acceleration of a Formula One car. But after the death of Henri Toivonen in a Lancia Delta S4 in the Corsica rally and an accident in Portugal which killed three spectators, pressure built up to return rallying to safer, more recognizable, production cars.

The new regulations for this season stated that 5,000 cars would have to be built to qualify a rally car for the Group A category and power output would be limited to 300bhp. The Delta, with its four-wheel drive and turbocharger, proved ideal for the new formula. Peugeot, who

suddenly found themselves uncompetitive, immediately took out a writ against FISA, claiming that FISA were ignoring their own rules about maintaining stability. The courts have found in Peugeot's favour, but FISA are appealing against the verdict.

The rules have been strictly applied this year. Mazda have been forced to withdraw from this year's RAC because of problems over homologation, and Lancia themselves have had a protracted argument over some air cooling ducts and two adjustable rear wings which appeared first on the Safari rally and then equally suddenly disappeared.

Despite the changes in regulations, which were partly designed to keep costs down, the present rally Delta still costs approximately £70,000 more than the production car. The exhaust system alone on the rally costs £2,500. Other modifications are detailed in the drawing above which shows the additional equipment added to the rallying Lancia which makes it different from the more humble showroom model. The rules limit the modifications to the engine, but Claudio Lombardi, Lancia's chief engineer, has still extracted an extra 100bhp above the standard 165bhp, enough to

enable the Lancia to out-accelerate a Porsche, reaching 60mph in less than five seconds.

On the RAC, each Delta will have three different types of suspension and two different gear boxes available.

Next year's rally Delta has already been unveiled, but it could be the last of its kind. There are firm indications that FISA might change the rules again and introduce a Group S, which would require manufacturers to produce just ten cars. That would be a compromise between the old Group B supercars and the present Group A cars.

rallying is more of a reassurance to the public than a "direct call to action", sales of the Lancia Delta in Europe this year suggest otherwise. Sales are up 65 per cent in the UK, 42 per cent in Italy and 168 per cent in Germany.

"Rallying is the best way of demonstrating your technical ability," Rohan says. "I could run an ad all the year round saying that the Lancia Delta is a better car than the Mazda, but it is so much more authoritative to back that up by saying we beat Mazda and won the world championship."

Despite their increased sales in the UK, Lancia still have only a tiny percentage of the market. This year they will sell around 1400 Deltas and only 100 of the turbo-charged four-wheel drive car which the

rally car is based. They therefore have to make maximum impact when they have their chance in the spotlight of Press and television. With that in mind, the UK company has done a deal with the Turin factory to supply one of the top British drivers, Russell Brookes, with a works Lancia Delta just for the RAC. It is a perfect deal. Good for Brookes, good for Lancia, good for business — as long as he does well.

Lancia UK have rented the car from Turin and will be using a part-British, part-Italian works back-up team. They have spent well over £50,000 on the challenge, which together with money from Andrews Heat For Hire, their sponsors, makes Brookes's vivid yellow No. 15 Delta about

the most expensive hire car in the history of rallying. But if the experienced Brookes does his duty and wins his home rally, it will have been worth every penny.

The Ford philosophy is less win or bust. As the biggest manufacturer of motor cars in the country, Ford view the Lombard as their best chance to promote their image as "the car of the people". There will be 27 Fords taking part in the rally and "we have a varying degree of responsibility for all of them," Steve Woolmington, of Ford Motorsport, says.

"The only way Lancia can gain attention is by winning the rally, and all their efforts are geared to that," Woolmington says. "When the Escorts dominated the rally, our

budget was based on winning. Now, realistically, we do not have as much chance, and our policy has changed to backing national championships."

Lancia UK hope to broaden their rallying exploits in time. But contesting the national championship would cost £325,000 for one car and they cannot justify that sort of expenditure yet. So, for the time being, all their eggs are in one basket. Winning is imperative; losing unthinkable. As Rohan puts it: "We can't run an ad which says 'Congratulations, Lancia, on coming second'."

TOMORROW

A profile of Russell Brookes, one of Britain's leading challengers

Law Report November 18 1987

Lords tax-avoidance principle applies to VAT

Commissioners of Customs and Excise v Faith Construction Ltd

[Judgment November 6]

The developing principle to counteract tax-avoidance schemes first laid down by the House of Lords in *Ramsay* (W. T.) Ltd v *Inland Revenue Commissioners* (1982) AC 300 and then in *Furniss v Dawson* (1984) AC 474 applied in the context of value-added tax just as it did to other revenue cases.

But a scheme designed solely for the purpose of avoiding the imposition by the Finance Act 1984 of VAT on building alterations was not to be regarded as a single genuine transaction to which the principle could not be applied.

Mr Justice Simon Brown held in the Queen's Bench Division in *Furniss v Dawson* that the VAT tribunal was right to allow the appeal of the taxpayer company, Faith Construction Ltd, against a VAT assessment on it for the period November 1, 1984 to May 31, 1984.

In 1983 the taxpayer company contracted with Delmon Property Co Ltd, a company with which it was closely associated, to carry out substantial, long-term, building works to certain property at an agreed cost of £300,000. Work thereon began in May 1984.

Following the Chancellor of the Exchequer's Budget Speech in March 1984 announcing that with effect from June 1, 1984 building alterations work was to become standard rated, the two companies investigated possibilities for avoiding future VAT liability by arranging for the taxpayer company to be paid for all the work before that date.

In consequence a six-step scheme was implemented whereby on May 29, 1984: (1) Delmon borrowed £300,000 from Lloyds Bank; (2) Delmon paid £300,000 to the taxpayer company; (3) the taxpayer company paid £300,000 to Delmon as a loan; (4) Delmon covenanted to repay that loan on May 31, 1985 together with interest; (5) Delmon, on that day, repaid £300,000 to Lloyds Bank; and (6) thereafter Delmon made instalment payments to the taxpayer company in repay-

ment of the loan using money borrowed from a bank equal to the amounts periodically certified by the architect.

All those transactions were entered in the companies' books. The VAT tribunal expressly found that on May 29 the arrangement was that Delmon would pay the contract price for the alterations and that the taxpayer company would then lend an amount equal to the contract price back to Delmon. They further found that that was a genuine and not a sham transaction.

Mr John Laws and Mr Robert Jay for the commissioners; Mr Roderick Cordara for the taxpayer company.

MR JUSTICE SIMON BROWN said that the appeal raised a difficult and important point as to the precise scope of the developing principle emerging from *Furniss v Dawson* in a series of cases. It was the first opportunity for the court to consider the principle in the context of VAT although there could be no material difference in that regard between VAT and other revenue cases.

The question raised by the appeal was whether the payment by Delmon to the taxpayer company on May 29, 1984 of £300,000 constituted payment received by the taxpayer company in respect of the goods and services supplied and to be supplied in the way of building alterations within the meaning of section 5(1) of the Value Added Tax Act 1983. If so the supplies were to be treated as having taken place on May 29, 1984, on which day the relevant rate of VAT remained zero.

To understand the commissioners' case that the payment was not to be treated as having been made on May 29 it was necessary to refer to the speeches in the House of Lords in the *Ramsay* case, in *Inland Revenue Commissioners v Mawhood* (1981) 54 TC 200 and in *Furniss v Dawson*; and to the Court of Appeal's decision in *Craven v White* (1981) 54 TC 600. The commissioners conceded that the arrangements on May 29 were genuine transactions not shams, but sought to have the suggested fiscal consequences disregarded under the *Furniss v Dawson* principle. That principle, it was said,

required the tribunal to pose two questions: (a) Was there a pre-ordained series of transactions or, put another way, one single composite transaction? (b) If so were there steps inserted having no commercial purpose other than the avoidance of tax?

Mr Laws argued that the six steps were composite and pre-ordained, all inter-dependent and inter-related. It was, he said, from first to last inconceivable that they would not all happen as they did and thus the answer to (a) was "yes".

Equally clearly, he said, steps (1) to (5) had no purpose but to avoid tax and the only money intended to remain in the taxpayer company's hands were the payments made under step (6). Thus, he concluded, the fiscal consequences fell to be redefined in accordance with the *Furniss* doctrine with the result that the relevant payments were made after June 1, 1984.

Formidable as those arguments were, his Lordship held that they could not prevail. The taxpayer company was right in submitting that on a true analysis of the cases and relevant provisions of the *Finance Act 1983* (1936) AC 1 the case was properly to

be regarded as a single and not a composite, transaction case.

That being so, it clearly followed that it fell to be decided in favour of the taxpayer company given the undisputed finding that the transaction was genuine. The law was plain: assuming this to be a single transaction case, then as in the *Westminster* case, the Crown could not invoke the "substance" argument.

The single transaction was either genuine or it was not. If it was genuine, as was conceded, then it did not fall to be further reviewed by reference to the *Furniss v Dawson* principle.

Even if that decision was wrong the *Furniss v Dawson* principle could not be applied to allow fiscal redefinition of the arrangement without exceeding that principle beyond its existing bounds, something that it would not be right to do.

Even if the commissioners were correct and this was a composite transaction case, the argument was effectively concluded by recognition of the full implications of the concession as to the genuineness of the transaction.

That concession carried with

Council discretion on licences

Sheptonhurst Ltd v City of Wakefield Metropolitan District Council

[Judgment November 10]

In considering applications for the grant of licences for sex shops under paragraph 10 of Schedule 3 to the Local Government (Miscellaneous Provisions) Act 1982, a local authority had a discretion as to how the proceedings should be conducted. The case set out in paragraph 10 was not exhaustive. Accordingly, it was up to the local authority to decide whether or not objects should be allowed to address them at the hearing of the applications. The Court of Appeal (Lord Justice Dillon, Lord Justice Croom-Johnson and Lord Justice Woolf) so held on November 12 in dismissing an appeal by the applicant, Sheptonhurst Ltd, from a decision of Mr Justice Stuart-Smith (The Times March 30, 1987).

LORD JUSTICE WOOLF said that it was right to regard paragraph 10 of Schedule 3 to the 1982 Act as setting out a code. It was wrong to regard paragraph 10 as being

exhaustive of all the powers of the committee considering the applications for licences.

The committee had a discretion as to how the hearing of the applications should be conducted. As long as the committee bore in mind the

Unanimity direction

Regina v Randall

[Judgment November 10]

The *Walsh* direction, urging a jury to deliberate further and try to reach a unanimous verdict, (R v *Walsh* (1952) 36 Cr App R 167) was inappropriate in all but a very few cases and should certainly not be given before the jury had been given (a) a good and reasonable time to consider their verdict, and (b) a majority direction.

The Court of Appeal (Lord Justice Goff, Lord Justice Hodgson and Mr Justice Roush) so held on November 16 when allowing the appeal of John Henry Randall against his conviction by a majority of ten to two on March 6, 1987 at Reading Crown Court (Mr Assistant Recorder Leigh-Jones

and a jury) of inflicting grievous bodily harm contrary to section 20 of the Offences against the Person Act 1861.

There was nothing wrong in the local authority allowing objects to appear before them at the hearing of the applications.

Gentle hands hide an iron resolve

By Nicolas Soames

Karen Briggs, a triple world champion and one of the outstanding players of modern times, will be found somewhere alone in the Krugshalle Stadium, Essen tomorrow, watching the first day of the world championship with half an eye, but giving most of her attention to her embroidery... a waterfall.

She will cheer on the other British girls, of course, but as she doesn't get on the mat herself until Sunday, she has to take her mind off the judo as much as possible. "I get a bit rowdy at first, but then I go all quiet, and just take myself off with my sewing," she says.

Miss Briggs weighs in at under 45 kilos and can walk under a five-foot bar without scraping her head; but inside her pressure builds up to almost intolerable levels. It is the nature of judo that one small slip could cost her the world title which has been her property since 1982. She will wear the same judo jacket she wore then, a kind of talisman; although she is a very different person now.

"I was 19 then, and had everything to gain and nothing to lose. I am 24 now, and

although I know more and am probably fitter and faster, I have everything to lose." To the intense Karen Briggs, losing the world title means losing everything. That is why it is quite an ordeal to face her in a fighting mood. Her laser concentration is evident to all.

Sunday will be her most gruelling test yet. The standard of women's judo has risen enormously in the last couple of years. Her famous stomach throw — tomoe-nage — has become the single most studied technique in all judo, so she has had to develop new techniques... not something that comes easily to established champions.

"I think I am going to shock some people with the things I do," she comments. "I know that the Japanese girl, Fumiko Ezaki, whom I beat in the final last year, will probably be my strongest opponent, but I cannot think of anyone as easy now."

There are extra implications for this year's world championships, for inclusion in next year's Olympics, where women appear for the first time, albeit as a demonstration sport, depends mainly on world medals.

7.30 unless stated

Littlwoods Cup Fourth round
A Villa v Sheffield Wed
Bury v Manchester Utd (at Old Trafford)
Oxford v Wimbledon
Reading v Bradford

FA Cup First round replays
Barnet v Woking
Yeovil v Worcester

Simod Cup First round
Chelsea v Barnsley

Fine Fare Scottish League Premier division
Dundee Utd v Hearts
Hibernian v Morton

SMITHSON IRLISH LEAGUE
Derry City v Shamrock Rovers
Larne v Ballymena United v Newry

CENTRAL LEAGUE
Hull City v Burnley
Forest v Manchester City
Sheff Wed v Hull (7.30)
Second division: Bolton v Barnsley
Barnsley v Notts County
Mansfield v West Bromwich
Derby County v Rotherham
Wigan v Stockport

SUNDAY AMBROSE COMBINATION
Brighton v Ipswich (7.15)
Crystal Palace v

SQUASH RACKETS

Solid form brings reward for Harvey

By Colin McQuillan

Neil Harvey, the Londoner who emerged at last month's world championships to defeat the defending world champion, Ross Norman, in the individual, and the world No. 6, Rodney Martin, in the team event, was yesterday made official favourite to win the Inter-City national title at Bristol in December.

Harvey heads a seeding list issued by the Squash Rackets Association for the first time, acknowledging ahead of the nationals the rapidly changing face of men's squash in Britain. Last year the entire seeding forecast was shattered when Bryan Beeson, the tenth seed, came through to beat Mark Maclean, the thirteenth, for the title.

Beeson is seeded third this time behind Philip Kenyon, the former champion, with Gwynn Brans and Geoff Williams, two more former British champions, reduced respectively to fifth and seventh. Maclean, perhaps because of foot problems this season, is markedly low again at No. 11.

It is the young men of British squash, however, who create the greatest interest behind Harvey whose 23rd place on the world rankings is well below many of them.

Jamie Hickox is eighteenth in the world, but can make only sixth seeding for the nationals, behind Martin Bonneau, the world No. 20 and Brans, who is still the world No. 13. Kenyon is ninth on the new world list. Williams seventeenth, but Beeson only 22nd.

No such complications exist for British women whose pecking order remains unchanged from the team which successfully defended the world team championship in New Zealand last month.

The closeness of that order was admirably illustrated last weekend by the victory in the North of England final of Lucy Soutter, the third seed in Bristol, over the top seeded defending champion, Lisa Opie. Only Donna Vardey, the under-19 champion, appears capable of shaking the top five.

The youthful challenge among the men goes far deeper. Stuart Hailstone, a South African now officially registered as Scottish, just makes the top eight, but the second eight includes the likes of Del Harris, Philip Whitlock, Jason Nicolle, Paul Carter, Danny Maddings and Cery Jones, all of whom have claimed significant senior scalps in recent weeks.

SEEDINGS: Men: 1, N. Harvey; 2, P. Kenyon; 3, B. Beeson; 4, M. Bonneau; 5, G. Williams; 6, J. Hickox; 7, G. Williams; 8, S. Hailstone; 9, D. Harris; 10, P. Whitlock; 11, M. Maclean; 12, J. Nicolle; 13, P. Carter; 14, D. Maddings; 15, A. Davies; 16, C. Jones; 17, J. Carter; 18, S. Brans; 19, S. Brans; 20, M. Bonneau; 21, D. Vardey; 22, A. Smith; 23, F. Beeson; 24, F. Beeson; 25, M. Martin; 26, J. Carter; 27, A. Pilling; 28, J. Parker.

TENNIS

Cash is facing threat from demonstrators

Sydney (Reuters) — The Australian Anti-Apartheid Movement (AAAM) is threatening action against Pat Cash, the Wimbledon champion, because he is taking part in this week's South African Open in Johannesburg.

It accuses Cash of placing financial gain above "the struggle of the black majority in South Africa." In a statement, the AAAM said: "We will not hesitate to picket and effectively disrupt future tournaments in which he is allowed to participate."

A spokesman for Bob Hawke, the Australian Prime Minister, said: "The government's position has always been that we try to discourage this type of thing, but we don't take action to try to stop it."

Jarrett leads Challengers

Andrew Jarrett, aged 29, the former British Davis Cup player, has been appointed manager of the newly-formed LTA women's Challenger Squad. The squad, recently selected, includes two of the Wightman Cup team, Clare Wood (Sussex) and Valda Lake (Devon), plus Teresa Catin (Cambridgeshire) and Elaine Salmon (Sussex), who played with Wood and Lake in the winning Maureen Connolly Trophy team this year.

The Challenger Squad, which is likely to have further players added in a early next year, is for girls in the age group above 18, who have made significant progress internationally this year. The target for 1988 is to assist them to reach the top 150 in the world rankings.

TODAY'S FIXTURES

NORTHERN PREMIER LEAGUE
Preston v Blackburn
Gateshead v Macclesfield
Hyde v Huddersfield

SOUTHERN PREMIER LEAGUE
Barnet v Woking
Yeovil v Worcester
Reading v Bradford

FA Cup First round replays
Barnet v Woking
Yeovil v Worcester

Simod Cup First round
Chelsea v Barnsley

Fine Fare Scottish League Premier division
Dundee Utd v Hearts
Hibernian v Morton

SMITHSON IRLISH LEAGUE
Derry City v Shamrock Rovers
Larne v Ballymena United v Newry

CENTRAL LEAGUE
Hull City v Burnley
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Sheff Wed v Hull (7.30)
Second division: Bolton v Barnsley
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Derby County v Rotherham
Wigan v Stockport

SUNDAY AMBROSE COMBINATION
Brighton v Ipswich (7.15)
Crystal Palace v

BASKETBALL
CARLSBERG LEAGUE (L3): Bracknell v Basingstoke
Hemel and Watford v Leicester
Kingston v Oldham

HOCKEY
MIDLAND BANK SOUTH FORM AND SENIOR COLLEGE CUP Semi-finals (at Lillleshall, 10.30): Harley v Portsmouth; Sir John Deane's, Northwich v Shrewsbury, Flint 2.15

OTHER SPORT
BADMINTON: Rascall challenge match (at Huddersfield)
BOWLS: Indoor county match: Warwickshire v Leicestershire (at Rugby Town Hall)

SOCCER
Tournaments: York Hall, Bedfordshire: Southall conference centre; Moor House Hotel, Peterborough; Connaught Rooms, Holborn

SWIMMING
Hewlett-Packard ASA National short course championships: heats (at Ipswich)

TENNIS
LTA Women's indoor tournament (at Croaydon)

SPORT ON TV
SPORTSCAST: Football: Action from the Lillleshall Cup fourth round. Later: Sports Special: the Lombard RAC rally, which starts from Chester on Sunday, BBC1, 10.45 p.m.

2. 10m 600yd (ch) 1. **DUTCH LORD** (C Grant, 7-4 fav); 2. **Sir Jester** (K Jones, 5-2); 3. **Legal Emperor** (A Orkney, 20-1). **ALSO RAN:** 8 Mossamoran (1), 9 Little Frenchman, Scarlet Terror (6th), 10 Old Applejack (4th), 20 Beau Lion (5th), 66 Loch

